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# Oil, Paint and Drug Reporter

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"Drug, Paint and Oil Trade," "New York Druggists' Price Current," "New York Drug Bulletin," "Oil and Paint Review," "Weekly Drug News" and "Soap-Makers' Journal"

*representing the*

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Oil, Paint and Drug Reporter, Inc.

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# Oil, Paint and Drug Reporter

## Index to Volume CII

### Issues July 3, 1922, to December 25, 1922, inclusive

## Editorials


| | Date. | Page. |
|---|---|---|
| Absurdity Deferred | Aug. 28 | 17 |
| Accurate Open Price Information | July 24 | 17 |
| Acquaintance Which Will Ripen | July 24 | 17 |
| An Autumnal Opportunity | Aug. 21 | 17 |
| Arbitration Is Preferable | Dec. 25 | 18 |
| Are You Tariff Wise? | Oct. 30 | 18 |
| As to Future Chemical Shows | Sept. 18 | 17 |
| Benefits of Size Standardization | Dec. 11 | 18 |
| Bifurcated Prohibition Petition | Dec. 18 | 17 |
| Blight in the Coal-Tar Tree | Nov. 13 | 17 |
| Britain Looks Westward | Sept. 11 | 17 |
| Bureaucracy Loses a Prohibition Point | Nov. 27 | 18 |
| Business as a Spiritual Service | Oct. 9 | 17 |
| Carbon Black Making Restrained | July 10 | 17 |
| Causes and Effects of the Shortage of Sulphate of Ammonia | Aug. 14 | 17 |
| Chemical Data Wanted | Aug. 28 | 17 |
| Chemical Show Is Ready | Sept. 4 | 17 |
| Chemicals in Foreign Trade | Oct. 2 | 17 |
| Chilean Nitrate from Belgium | July 17 | 17 |
| Citric Acid for Russia | July 10 | 18 |
| Commonsense Treatment of White Lead | Aug. 28 | 17 |
| Competition of Reparation Dyes | Oct. 2 | 17 |
| Concerning Chemical Expositions | Nov. 13 | 17 |
| Cottonseed Outlook | July 24 | 17 |
| Customers' Names Not a Trade Secret | Nov. 6 | 17 |
| Dawn of the Associations' Day | Oct. 9 | 17 |
| Dawn or Twilight for American Dyes | Aug. 7 | 17 |
| Determining the Chemical Exposition | Nov. 27 | 17 |
| Differences in Diagnosis | Sept. 18 | 17 |
| Don't Overlook the Certificate | Nov. 6 | 18 |
| Dye Valuation a Tariff Problem | Oct. 9 | 17 |
| Epochal Event in Paintdom | Nov. 13 | 18 |
| Export Trade When the Tariff Changed | Dec. 4 | 18 |
| Fertilizer Jumble in Germany | Nov. 6 | 17 |
| Five Industries and the Boll Weevil | Dec. 18 | 17 |
| Flaxseed Crop Promises Well | July 17 | 17 |
| Foreign Trade Has Encouraging Aspects | Nov. 6 | 17 |
| Foreign Trade Slides Off | July 17 | 17 |
| For Still Better Service | Aug. 7 | 17 |
| Fuel Oils Opportunity | Aug. 7 | 17 |
| Gasoline Gets an Early Start | July 17 | 18 |
| Gasoline Pump Question | Nov. 20 | 17 |
| Helping Mexico | Nov. 27 | 17 |
| Ho for Colorado | Sept. 25 | 17 |
| Honor of Narcotic Manufacturers | Dec. 11 | 17 |
| Index to Outlets | Oct. 30 | 17 |
| Is Another German Victory Imminent? | July 10 | 17 |
| Is There a Limit to Prohibitionary Regulatory Power? | Aug. 14 | 17 |
| Looking Backward for Arsenic | Dec. 11 | 17 |
| Make Booth 201 Your Headquarters | Sept. 11 | 18 |
| Making the Tariff Fit the Case | Oct. 30 | 17 |
| More Nonsensical Records | Sept. 25 | 17 |
| Oils As Your Fuel | Aug. 28 | 18 |
| Paint Census Is Doubly Significant | Nov. 20 | 18 |
| Paint Conventions Measure Up | Nov. 20 | 17 |
| Peculiarities in Petroldom | Oct. 16 | 18 |
| Petroleum and More Petroleum | Nov. 27 | 18 |
| Petroleum at the End of July | Sept. 4 | 18 |
| Petroleum Financing | Dec. 18 | 17 |
| Petroleum Improves Statistically | Oct. 2 | 17 |
| Petroleum Preparedness | Oct. 2 | 18 |
| Petroleum Rushes—Whither? | Oct. 30 | 17 |
| Petroleum Trade Strengthens at Home | July 3 | 18 |
| Planning Through 1923 | Dec. 4 | 17 |
| Potash as Rhine Army Pay | Oct. 23 | 17 |
| Price Protection Essayed Again | Dec. 25 | 17 |
| Priority for Petroleum Products | Aug. 7 | 18 |
| Problem of Export Trade | Aug. 14 | 18 |
| Prohibition Rule Without Reason | Nov. 13 | 17 |
| Prompt Administrative Reforms Essential to Law Enforcement | Sept. 11 | 17 |
| Purposed to Serve | Sept. 4 | 17 |
| Senatorial Witness Chair | Aug. 21 | 17 |
| Six Months in Retrospect | July 3 | 17 |
| Statistics and Other Factors in Petroleum | July 31 | 17 |
| Stretching Narcotic Control | Nov. 20 | 17 |
| Substitute for Guesswork | Sept. 11 | 17 |
| Tangling Reparations Again | July 10 | 17 |
| Tariff Guide Is Ready | Oct. 23 | 17 |
| Tariff in Greater Detail | Oct. 9 | 17 |
| Tariff Is Signed | Sept. 25 | 17 |
| Tariff Lists Free | Oct. 2 | 18 |
| Tariff Tinkering Harms Trade | Sept. 18 | 17 |
| Then You Can Find It | July 31 | 18 |
| To Learn to Do | Aug. 14 | 18 |
| Two Years of Foreign Trade | Aug. 28 | 17 |
| Unanimity in the Paint Industry | Dec. 25 | 17 |
| Useful for Consumers Too | July 10 | 17 |
| Week of Co-operative Potentiality | Oct. 23 | 17 |
| What Will Come After | July 31 | 17 |
| Whence Will Come the Arsenic? | Nov. 27 | 17 |
| Where and Why of It | Oct. 16 | 17 |
| Why Was Crude Oil Cut? | July 24 | 17 |
| Will Linseed Suit Be Dropped? | Oct. 16 | 17 |
| Word About Wailers | Oct. 30 | 17 |
| Working for Linseed Oil Assurance | Dec. 4 | 17 |
| Yours for the Asking | Aug. 21 | 17 |
| You Will Need This Index | July 24 | 18 |


## Where You Can Sell


| | Date. | Page. |
|---|---|---|
| Absinthium | Sept. 11 | 21 |
| Acacia | Dec. 11 | 21 |
| Accroides | Nov. 13 | 21 |
| Acenaphthene | July 31 | 21 |
| Acetaldehyde | Sept. 25 | 21 |
| Acetals | July 31 | 21 |
| Acetanilide | Sept. 25 | 21 |
| Acetanisidine | Sept. 11 | 21 |
| Acetamide | July 31 | 21 |
| Acetic Acid | Sept. 25 | 21 |
| Anhydride | July 31 | 21 |
| Acetine | Aug. 7 | 21 |
| Acetone | Sept. 25 | 21 |
| Oil | Oct. 2 | 21 |
| Acetophenone | Sept. 11 | 21 |
| | Dec. 25 | 21 |
| Acetphenetidin | Oct. 2 | 21 |
| Acetyl Bromide | Oct. 2 | 21 |
| Chloride | July 31 | 21 |
| Iodide | Oct. 2 | 21 |
| Acetylene | July 3 | 21 |
| Tetrabromide | Oct. 2 | 21 |
| Tetrachloride | Oct. 2 | 21 |
| Acids, Abietic | Sept. 11 | 21 |
| Acetic | Sept. 25 | 21 |
| Aminoacetic | Sept. 25 | 21 |
| Arsenic | Aug. 7 | 21 |
| Arsenous | Aug. 7 | 21 |
| Barbituric | Sept. 11 | 21 |
| Behenic | Sept. 11 | 21 |
| Benzene Disulphonic | Sept. 11 | 21 |
| Benzene Monosulphonic | Sept. 11 | 21 |
| Behanolic | Sept. 11 | 21 |
| Boric | July 10 | 21 |
| Butyric | July 10 | 21 |
| Cacodylic | Nov. 6 | 21 |
| Camphoric | Nov. 6 | 21 |
| Caproic | Nov. 6 | 21 |
| Caprylic | Nov. 6 | 21 |
| Carminic | Nov. 6 | 21 |
| Chromic | Oct. 9 | 21 |
| Cinnamic | Oct. 23 | 21 |
| Citric | Oct. 23 | 21 |
| Dilute | Dec. 18 | 21 |
| Fatty, Vegetable Oil | July 31 | 21 |
| Gallic | Oct. 9 | 21 |
| Hydrochloric | Dec. 4 | 21 |
| Lactic | Nov. 6 | 21 |
| Linoleic | July 31 | 21 |
| Molybdic | Aug. 7 | 21 |
| Muriatic | Dec. 4 | 21 |
| Nitric | Dec. 4 | 21 |
| Oleic | July 31 | 21 |
| Oxalic | Oct. 16 | 21 |
| Palmitic | July 31 | 21 |
| Phosphoric | July 24 | 21 |
| Pthalic | Nov. 6 | 21 |
| Rosolic | Oct. 9 | 21 |
| Salicylous | Dec. 4 | 21 |
| Stearic | Aug. 21 | 21 |
| Sulphuric | Dec. 18 | 21 |
| Sulphurous | July 24 | 21 |
| Tartaric | July 3 | 21 |
| Agarobilla | Sept. 11 | 21 |
| Alcohol, Benzyl | Sept. 18 | 21 |
| Phenyl Ethyl | Sept. 25 | 21 |
| Phenyl Propyl | Sept. 25 | 21 |
| Propyl | Sept. 25 | 21 |
| Alizarin | Oct. 9 | 21 |
| Alpha-naphthyl-amine | Sept. 11 | 21 |
| Aluminum Powder | Nov. 27 | 21 |
| Stearate | Dec. 11 | 21 |
| Sulphate | Sept. 25 | 21 |
| | July 10 | 21 |
| Alum, Potash | Sept. 25 | 21 |
| Amber | Sept. 11 | 21 |
| Ambergris | Sept. 11 | 21 |
| Amino-acetanilide | July 10 | 21 |
| Aminoacetic Acid | Sept. 25 | 21 |
| Amino-Anthraquinone | July 3 | 21 |
| Azo-Benzene | July 3 | 21 |
| Toluene | July 3 | 21 |
| Naphthals | Sept. 11 | 21 |
| Phenol | Sept. 11 | 21 |
| Ammonia | Dec. 25 | 21 |
| Ammonium Acetate | July 17 | 21 |
| Benzoate | Nov. 27 | 21 |
| Bicarbonate | Nov. 13 | 21 |
| Bichromate | Nov. 13 | 21 |
| Bromide | Nov. 27 | 21 |
| Chloride | July 31 | 21 |
| Persulphate | Dec. 18 | 21 |
| Sulphate | July 10 | 21 |
| Vanadate | Nov. 13 | 21 |
| | Dec. 25 | 21 |
| Amyl Acetate | July 17 | 21 |
| Alcohol | July 10 | 21 |
| Benzoate | Nov. 27 | 21 |
| Annatto | Sept. 11 | 21 |
| Aniline Oil | Sept. 11 | 21 |
| Anisaldehyde | Sept. 11 | 21 |
| Animi | Nov. 13 | 21 |
| Ansidine | Sept. 11 | 21 |
| Anise Seed | Oct. 30 | 21 |
| Anisol | Sept. 11 | 21 |
| Anthracene | July 3 | 21 |
| Anthraquinone | Oct. 30 | 21 |
| Sulphonic Acids | Sept. 11 | 21 |
| Antiluteine | Oct. 30 | 21 |
| Antimony Chloride | Aug. 28 | 21 |
| Oxides | Aug. 28 | 21 |
| Oxychloride | Oct. 9 | 21 |
| Pentachloride | Oct. 9 | 21 |
| Antinonnin | Oct. 30 | 21 |
| Antipyrin | Sept. 11 | 21 |
| Antodyne | Sept. 11 | 21 |
| Arrow-root | Oct. 9 | 21 |
| Arsenic Acid | Aug. 7 | 21 |
| Abelmoschus | July 31 | 21 |
| Abietic Acid | Sept. 11 | 21 |
| Abrastol | Sept. 11 | 21 |
| Absinthin | Sept. 11 | 21 |
| Trioxide | Aug. 7 | 21 |
| White | Aug. 7 | 21 |
| Arsenous Acid | Aug. 7 | 21 |
| Asaprol | Sept. 11 | 21 |
| Asbestos | Sept. 11 | 21 |
| Asphalt | July 31 | 21 |
| Auramine | Oct. 9 | 21 |
| Aureoline Cobalt | Oct. 9 | 21 |
| Aurine | Oct. 9 | 21 |
| Bahama White Wood | Nov. 6 | 21 |
| Baking Soda | Nov. 6 | 21 |
| Balm Oil | Oct. 9 | 21 |
| Balsam Copaiba | Nov. 6 | 21 |
| Banks Oil | Sept. 18 | 21 |
| Barbituric Acid | Sept. 11 | 21 |
| Barium Acetate | Aug. 7 | 21 |
| Carbonate | Oct. 2 | 21 |
| Chloride | Oct. 2 | 21 |
| Chromate | Aug. 7 | 21 |
| Hydrate | Oct. 2 | 21 |
| Hydroxide | Oct. 2 | 21 |
| Nitrate | Oct. 2 | 21 |
| Bauxite | Nov. 13 | 21 |
| Bayberry Wax | Nov. 13 | 21 |
| Beeswax | Nov. 13 | 21 |
| Behemic Acid | Sept. 11 | 21 |
| Behenolic Acid | Sept. 11 | 21 |
| Belladonna | Nov. 27 | 21 |
| Benzaldehyde | Sept. 11 | 21 |
| Benzanilide | Nov. 13 | 21 |
| Benzanthrene | Nov. 13 | 21 |
| Benzene | Dec. 25 | 21 |
| Disulphonic Acid | Sept. 11 | 21 |
| Monosulphonic Acid | Sept. 11 | 21 |
| Benzidine | Nov. 13 | 21 |
| Benzine | Nov. 13 | 21 |
| Benzoic Ether | Nov. 27 | 21 |
| Benzoin | Sept. 18 | 21 |
| Benzol | July 10 | 21 |
| Benzosol | Dec. 4 | 21 |
| Benzyl Acetate | Dec. 25 | 21 |
| Alcohol | Sept. 18 | 21 |
| Benzoate | Nov. 27 | 21 |
| | Dec. 25 | 21 |
| Chloride | Dec. 11 | 21 |
| Berlin Blue | Sept. 25 | 21 |
| Bernyl Acetate | July 31 | 21 |
| Benzyl Acetate | Aug. 7 | 21 |
| Beta-Naphthyl-Amine | Sept. 11 | 21 |
| Bismuth Oxychloride | Nov. 13 | 21 |
| Black Bay Gum | Nov. 13 | 21 |
| Sea Rape Oil | Oct. 16 | 21 |
| Bleaching Powder | Oct. 20 | 21 |
| Blood (Dried) | Dec. 25 | 21 |
| Bloodwort | Oct. 2 | 21 |
| Boric Acid | July 10 | 21 |
| Brass Powder | Nov. 27 | 21 |
| Brazil Wax | Nov. 6 | 21 |
| Bronze Powder | Nov. 27 | 21 |
| Burgundy Pitch | Oct. 23 | 21 |
| Butter of Antimony | Aug. 28 | 21 |
| Butyl Acetate | July 31 | 21 |
| Alcohol | July 10 | 21 |
| Butyric Acid | July 10 | 21 |
| Cacodylic Acid | Nov. 6 | 21 |
| Cadmium Acetate | Sept. 18 | 21 |
| Calcium Acetate | July 17 | 21 |
| Arsenate | Oct. 9 | 21 |
| Bisulphite | Dec. 25 | 21 |
| Carbonate | Aug. 14 | 21 |
| Chloride | July 17 | 21 |
| Fluoride | Aug. 14 | 21 |
| Oxide | Aug. 28 | 21 |
| Sulphate | Aug. 7 | 21 |
| Sulphite | Nov. 13 | 21 |
| Camphoric Acid | Nov. 6 | 21 |
| Candelilla Wax | Oct. 2 | 21 |
| Candle Nut Oil | Oct. 16 | 21 |
| Canella | Nov. 6 | 21 |
| Caproic Acid | Nov. 6 | 21 |
| Caprylic Acid | Nov. 6 | 21 |
| Carbon Black | Sept. 18 | 21 |
| Dioxide | Aug. 14 | 21 |
| | Dec. 25 | 21 |
| Carmine Red | Nov. 6 | 21 |
| Carminic Acid | Nov. 6 | 21 |
| Carnauba Wax | Nov. 6 | 21 |
| Castor Oil | July 10 | 21 |
| Caustic Potash | Sept. 25 | 21 |
| Chalk | Aug. 14 | 21 |
| Chamomile | Oct. 23 | 21 |
| China Clay | Dec. 25 | 21 |
| Wood Oil | Oct. 9 | 21 |
| Chinese Wax | Nov. 6 | 21 |
| Chlorine | Oct. 30 | 21 |
| Chlorplatinic Acid | Nov. 6 | 21 |
| Chrome Green | Aug. 7 | 21 |
| Ore | Nov. 27 | 21 |
| Chromic Acid | Oct. 9 | 21 |
| Anhydride | Aug. 7 | 21 |
| Chromite | Nov. 27 | 21 |
| Chromium Acetate | Sept. 18 | 21 |
| Bisulphite | Dec. 25 | 21 |
| Trioxide | Aug. 7 | 21 |
| | Oct. 9 | 21 |
| Cinnamic Acid | Oct. 23 | 21 |
| Cinnamon, White | Nov. 6 | 21 |
| Citric Acid | Oct. 23 | 21 |
| Civet | Sept. 18 | 21 |
| Coal-Tar Pitch | Oct. 23 | 21 |
| Cobalt | Nov. 27 | 21 |
| Arsenate | Oct. 9 | 21 |
| Yellow | Oct. 9 | 21 |
| Cochineal | Sept. 18 | 21 |
| Cod Liver Oil | Sept. 18 | 21 |
| Oil | Sept. 18 | 21 |
| Copaiba | Nov. 6 | 21 |
| Copal | Nov. 6 | 21 |
| Copper Acetate | July 3 | 21 |
| Arsenite | Oct. 9 | 21 |
| Carbonate | July 24 | 21 |
| Chloride | July 3 | 21 |
| Fluosilicate | Dec. 18 | 21 |
| Nitrate | Dec. 11 | 21 |
| Oxides | Aug. 14 | 21 |
| Silicofluoride | Dec. 18 | 21 |
| Sulphate | July 17 | 21 |
| Copperas | Aug. 14 | 21 |
| Cottonseed Meal | July 17 | 21 |
| Oil | July 17 | 21 |
| Coumaric Aldehyde | Nov. 27 | 21 |
| Coumarin | Nov. 27 | 21 |
| Cryogenine | Nov. 27 | 21 |
| Cumene | Dec. 25 | 21 |
| Cumidine | Dec. 25 | 21 |
| Cumin | Dec. 25 | 21 |
| Oil | Dec. 25 | 21 |
| Cumol | Dec. 25 | 21 |
| Deadly Nightshade | Nov. 27 | 21 |
| Degras | Sept. 18 | 21 |
| Diamino Naphthalenes | Sept. 18 | 21 |
| Diaminophenol | Sept. 18 | 21 |
| Dilute Acid | Dec. 18 | 21 |
| Diphenyl Oxide | Nov. 27 | 21 |
| Divanadyl Tetrachloride | Nov. 20 | 21 |
| Dolomite | Aug. 14 | 21 |
| Dragon's Blood | Sept. 18 | 21 |
| Dwarf Elder | Oct. 2 | 21 |
| Ebulus | Oct. 2 | 21 |
| Egg Oil | Oct. 2 | 21 |
| Yolk | Oct. 2 | 21 |
| Elemi Oil | Oct. 2 | 21 |
| Epsom Salt | Oct. 23 | 21 |
| Erythrine | Oct. 9 | 21 |
| Essence Niobe | Nov. 20 | 21 |
| Ether | Oct. 2 | 21 |
| Ethyl Acetate | July 17 | 21 |
| Alcohol | July 17 | 21 |
| | Dec. 25 | 21 |
| Benzoate | Nov. 27 | 21 |
| Chloride | Oct. 2 | 21 |
| Ether | Oct. 2 | 21 |
| Ethylene Glycol | Nov. 27 | 21 |
| Fatty Acids of Vegetable Oils | July 31 | 21 |
| Ferric Albuminate | Oct. 9 | 21 |
| Phoshate | Dec. 25 | 21 |
| Potassium Sulphate | Dec. 25 | 21 |
| Stearate | Dec. 25 | 21 |
| Ferrous Ammonium Sulphate | Dec. 25 | 21 |
| Fish Glue | Oct. 23 | 21 |
| Fluorspar | Aug. 14 | 21 |
| Formal | Aug. 7 | 21 |
| Formaldehyde | Dec. 25 | 21 |
| Formic Acid | Aug. 14 | 21 |
| Frankincense Oil | Oct. 16 | 21 |
| Fuller's Earth | Oct. 9 | 21 |
| Fusel Oil | July 10 | 21 |
| Gallic Acid | Oct. 9 | 21 |
| Galls | Nov. 13 | 21 |
| Gambir | Nov. 13 | 21 |
| Garlic Oil | Nov. 27 | 21 |
| Gasoline | Nov. 27 | 21 |
| Gelatine | Dec. 4 | 21 |
| Geranium, Artificial | Nov. 27 | 21 |
| Glauber Salt | Oct. 30 | 21 |
| Glycerin | Aug. 21 | 21 |
| Glycine | Sept. 25 | 21 |
| Glycocoll | Sept. 25 | 21 |
| Gold Chloride | Sept. 25 | 21 |
| Graphite | July 31 | 21 |
| | Dec. 25 | 21 |
| Guaiacol Benzoate | Dec. 4 | 21 |
| Gum Arabic | Dec. 11 | 21 |
| Benjamin | Sept. 18 | 21 |
| Benzoin | Dec. 25 | 21 |
| Copal | Nov. 6 | 21 |
| Gypsum | Aug. 7 | 21 |
| Herring Oil | Sept. 18 | 21 |
| Hydrochloric Acid | Dec. 4 | 21 |
| Hypo | Dec. 11 | 21 |
| Indigo | Oct. 9 | 21 |
| Iodine | Sept. 18 | 21 |
| Iodoform | Oct. 23 | 21 |
| Ipecac | Oct. 23 | 21 |
| Insect Wax | Nov. 6 | 21 |
| Iron Acetates | Sept. 25 | 21 |
| Albuminates | Oct. 9 | 21 |
| Alum | Dec. 25 | 21 |
| Ammonium Sulphate | Dec. 25 | 21 |
| Cyanide | Oct. 9 | 21 |
| Disulphide | Oct. 9 | 21 |
| Ferrocyanide | Sept. 25 | 21 |
| Nitrate | Oct. 2 | 21 |
| Oxalate | Oct. 9 | 21 |
| Oxides | Aug. 21 | 21 |
| Phosphate | Dec. 25 | 21 |
| Pyrites | Oct. 9 | 21 |
| Sodium Oxalate | Oct. 9 | 21 |
| Stearate | Dec. 25 | 21 |
| Sulphate | Aug. 14 | 21 |
| | Oct. 9 | 21 |
| Sulphide | Oct. 16 | 21 |
| Irish Moss | Dec. 18 | 21 |
| Isinglass | Oct. 23 | 21 |
| Jalap | Sept. 25 | 21 |
| Orizaba | Sept. 18 | 21 |
| Jesuits' Balsam | Nov. 6 | 21 |
| Juniper Berries | Oct. 30 | 21 |
| Kalandana | Oct. 30 | 21 |
| Resin | Oct. 30 | 21 |
| Kaolin | Dec. 25 | 21 |
| Kapoc Oil | Oct. 30 | 21 |
| Kava | Oct. 30 | 21 |
| Kino | Oct. 30 | 21 |
| Lacmoid | Oct. 30 | 21 |
| Lactic Acid | Nov. 6 | 21 |
| Lactose | Aug. 21 | 21 |
| Ladanum Oil | Oct. 30 | 21 |
| Lanolin | Sept. 25 | 21 |
| Lanthanum Carbonate | Oct. 30 | 21 |
| Oxide | Oct. 30 | 21 |
| Lard | Oct. 16 | 21 |
| Oil | Oct. 16 | 21 |
| Lead Acetate | July 10 | 21 |
| Antimoniate | Sept. 25 | 21 |
| Arsenate | Oct. 16 | 21 |
| Borate | Oct. 30 | 21 |
| Carbonate | Oct. 30 | 21 |
| Chloride | Oct. 30 | 21 |
| Iodide | Nov. 6 | 21 |
| Metallic | Dec. 11 | 21 |
| Nitrate | Aug. 21 | 21 |
| Oxide | July 31 | 21 |
| Brown | July 31 | 21 |
| Red | July 31 | 21 |
| Yellow | July 31 | 21 |
| Powdered | Dec. 11 | 21 |
| Tungstate | Nov. 6 | 21 |
| Levant Wormseed | Sept. 25 | 21 |
| Lime | Aug. 28 | 21 |
| Limestone | Aug. 14 | 21 |
| Linoleic Acid | July 31 | 21 |
| Linseed Oil | Aug. 21 | 21 |
| Litharge | July 31 | 21 |
| Lithium Benzoate | Nov. 27 | 21 |
| Carbonate | Nov. 6 | 21 |
| Fluophosphate | Nov. 6 | 21 |
| Lumbang Oil | Oct. 16 | 21 |
| Mace | Dec. 25 | 21 |
| Oil | Dec. 18 | 21 |
| Magnesia | Aug. 28 | 21 |
| Magnesite | Aug. 21 | 21 |
| Magnesium | Dec. 25 | 21 |
| Acetate | Sept. 25 | 21 |
| Carbonate | Aug. 21 | 21 |
| Natural | Aug. 21 | 21 |
| Hydroxide | Sept. 4 | 21 |
| Oxide | Aug. 28 | 21 |
| Sulphate | Oct. 23 | 21 |
| Manganese Arsenate | Oct. 16 | 21 |
| Chloride | Nov. 27 | 21 |
| Ore | Dec. 18 | 21 |
| Oxide | Oct. 23 | 21 |
| Silicate | Oct. 23 | 21 |
| Sulphate | Oct. 23 | 21 |
| Marjoram Oil | Oct. 23 | 21 |
| Mastic | Oct. 23 | 21 |
| Oil | Oct. 23 | 21 |
| Matico | Oct. 23 | 21 |

| | Date. | Page. |
|---|---|---|
| Melissa Oil | Oct. 9 | 21 |
| Menhaden Oil | Sept. 18 | 21 |
| Mercury Arsenate | Oct. 16 | 21 |
| Benzoate | Nov. 27 | 21 |
| Methoxybenzene | Sept. 11 | 21 |
| Methylal | Aug. 7 | 21 |
| Methyl Alcohol | Aug. 28 | 21 |
| Anthranilate | Nov. 27 | 21 |
| Benzoate | Nov. 20 | 21 |
| Salicylate | Dec. 4 | 21 |
| Methylene Blue | Oct. 23 | 21 |
| Mexican Scammony Root | Sept. 18 | 21 |
| Mica | Sept. 4 | 21 |
| Milk Sugar | Aug. 21 | 21 |
| Minium | July 31 | 21 |
| Molybdic Acid | Aug. 7 | 21 |
| Anhydride | Aug. 7 | 21 |
| Muriatic Acid | Dec. 4 | 21 |
| Musk | Sept. 18 | 21 |
| Artificial | Dec. 4 | 21 |
| Naples Yellow | Sept. 25 | 21 |
| Naptha | Oct. 16 | 21 |
| Napthyl-Amine | Sept. 11 | 21 |
| Neatsfoot Oil | Aug. 28 | 21 |
| Neroli, Artificial | Nov. 27 | 21 |
| Niter Cake | Dec. 18 | 21 |
| | Dec. 25 | 21 |
| Nitric Acid | Dec. 4 | 21 |
| Nutgalls | Nov. 13 | 21 |
| Nutmeg Butter | Dec. 4 | 21 |
| Oil | Dec. 4 | 21 |
| Oenanthol | Oct. 16 | 21 |
| Oil of Vitriol | Dec. 18 | 21 |
| of Wintergreen, Artificial | Dec. 4 | 21 |
| Oils: Acetone | Oct. 2 | 21 |
| Aniline | Sept. 11 | 21 |
| Balm | Oct. 9 | 21 |
| Banks | Sept. 18 | 21 |
| Candle Nut | Oct. 16 | 21 |
| Castor | July 10 | 21 |
| China Wood | Oct. 9 | 21 |
| Cottonseed | July 17 | 21 |
| Cumin | Dec. 25 | 21 |
| Egg | Oct. 2 | 21 |
| Elemie | Oct. 2 | 21 |
| Frankincense | Oct. 16 | 21 |
| Fusel | July 10 | 21 |
| Gallic | Nov. 27 | 21 |
| Herring | Sept. 18 | 21 |
| Kapoc | Oct. 30 | 21 |
| Ladanum | Oct. 30 | 21 |
| Lard | Oct. 16 | 21 |
| Linseed | Aug. 21 | 21 |
| Lumbang | Oct. 16 | 21 |
| Mace | Dec. 18 | 21 |
| Marjoram | Dec. 18 | 21 |
| Mastic | Oct. 23 | 21 |
| Melissa | Oct. 9 | 21 |
| Menhaden | Sept. 18 | 21 |
| Neatsfoot | Aug. 28 | 21 |
| Nutmeg | Dec. 4 | 21 |
| Vitriol | Dec. 18 | 21 |
| Olibanum | Oct. 16 | 21 |
| Olive | Sept. 25 | 21 |
| Orris | Sept. 16 | 21 |
| Palm | Oct. 2 | 21 |
| Poppyseed | Oct. 30 | 21 |
| Rapeseed | Nov. 6 | 21 |
| Ravison | Oct. 16 | 21 |
| Salmon | Sept. 18 | 21 |
| Sardine | Sept. 18 | 21 |
| Seal | Sept. 18 | 21 |
| Sod | Sept. 18 | 21 |
| Sperm | Sept. 18 | 21 |
| Tung | Oct. 9 | 21 |
| Whale | Sept. 18 | 21 |
| Wintergreen, Artificial | Dec. 4 | 21 |
| Oleic Acid | July 31 | 21 |
| | Aug. 21 | 21 |
| Oleum | Dec. 18 | 21 |
| Olibanum Oil | Oct. 16 | 21 |
| Olive Oil | Sept. 25 | 21 |
| Orris Oil | Oct. 16 | 21 |
| Orthoform | Sept. 25 | 21 |
| Oxalic Acid | Oct. 16 | 21 |
| Ox Gall | Oct. 16 | 21 |
| Palladium | Oct. 16 | 21 |
| Chloride | Oct. 16 | 21 |
| Palmitic Acid | July 31 | 21 |
| Palm Butter | Oct. 2 | 21 |
| Oil | Oct. 2 | 21 |
| Paraffin | Sept. 4 | 21 |
| Pearl White | Nov. 13 | 21 |
| | Dec. 25 | 21 |
| Petrolatum | Nov. 6 | 21 |
| Pharbitisin | Oct. 30 | 21 |
| Pharbitis Seed | Oct. 30 | 21 |
| Phenacetin | Oct. 9 | 21 |
| Phenalymine | Sept. 11 | 21 |
| Phenolphthalein | Nov. 6 | 21 |
| Phenyl Acetaldehyde | Oct. 23 | 21 |
| Acetate | Oct. 23 | 21 |
| Ethyl Alcohol | Sept. 25 | 21 |
| Propyl Alcohol | Sept. 25 | 21 |
| Phenylene Diamine | Oct. 30 | 21 |
| Phosphoric Acid | July 24 | 21 |
| Phosphorus | Nov., 6 | 21 |
| Plaster of Paris | Aug. 7 | 21 |
| Platinum | Nov. 6 | 21 |
| Poppyseed Oil | Oct. 30 | 21 |
| Potash Alum | Sept. 25 | 21 |
| Potassium Acetate | July 24 | 21 |
| Alpha Dinitrocresol | Oct. 30 | 21 |
| Ammonium Antimonyl Tartrate | Oct. 30 | 21 |
| Arsenate | Oct. 16 | 21 |
| Bicarbonate | Dec. 4 | 21 |
| Bichromate | Dec. 11 | 21 |
| | Dec. 25 | 21 |
| Binoxalate | July 3 | 21 |
| Bisulphite | Dec. 25 | 21 |
| Carbonate | Sept. 4 | 21 |
| | Dec. 25 | 21 |
| Cyanide | Oct. 16 | 21 |
| Ferricyanide | Nov. 6 | 21 |
| Ferrocyanide | Nov. 6 | 21 |
| Hydroxide | Sept. 25 | 21 |
| Metabisulphite | Nov. 6 | 21 |
| Nitrate | Sept. 25 | 21 |
| | Oct. 9 | 21 |
| Oxalate | July 3 | 21 |
| Permanganate | Nov. 6 | 21 |
| Persulphate | Dec. 18 | 21 |
| Pyro Antimoniate | Sept. 25 | 21 |
| Propyl Alcohol | Sept. 25 | 21 |
| Prussian Blue | Sept. 25 | 21 |
| Prussiate of Potash, Red | Nov. 6 | 21 |
| Yellow | Nov. 6 | 21 |
| Pseudo-Cumidine | Dec. 25 | 21 |
| Pthalic Acid | Nov. 6 | 21 |
| Anhydride | Nov. 6 | 21 |
| Pyrazole | Sept. 11 | 21 |
| Pyrolusite | Dec. 18 | 21 |
| Radium Bromide | Oct. 16 | 21 |
| Chloride | Nov. 6 | 21 |
| Rapeseed Oil | Nov. 6 | 21 |
| Ravison Oil | Oct. 16 | 21 |
| Red Lead | July 31 | 21 |
| Rescorcinol | Nov. 6 | 21 |
| Resin Copal | Nov. 6 | 21 |
| Rosin | July 24 | 21 |
| Rosolic Acid | Oct. 9 | 21 |
| Saccharine | Nov. 6 | 21 |
| Safrol | Nov. 6 | 21 |
| Sal Ammoniac | July 31 | 21 |
| Salicylic Aldehyde | Dec. 4 | 21 |
| Salicylous Acid | Dec. 4 | 21 |
| Salmon Oil | Sept. 18 | 21 |
| Salol | Nov. 6 | 21 |
| Saltpeter | Sept. 25 | 21 |
| Sandarac | Nov. 20 | 21 |
| Santonica | Sept. 25 | 21 |
| Santonin | Sept. 25 | 21 |
| Sardine Oil | Sept. 18 | 21 |
| Satin White | Sept. 25 | 21 |
| Scheele's Green | Oct. 9 | 21 |
| Seal Oil | Sept. 18 | 21 |
| Selenium | Nov. 6 | 21 |
| Shellac | Sept. 4 | 21 |
| Silver Acetate | Sept. 4 | 21 |
| Chloride | Sept. 4 | 21 |
| Slate Flour | Aug. 7 | 21 |
| Sodium Acetate | July 24 | 21 |
| Acid Sulphate | Dec. 18 | 21 |
| Amide | Sept. 25 | 21 |
| Arsenate | Aug. 7 | 21 |
| | Nov. 6 | 21 |
| Benzoate | Nov. 20 | 21 |
| Bicarbonate | Nov. 6 | 21 |
| Bichromate | Dec. 25 | 21 |
| Bisulphate | Dec. 18 | 21 |
| Fluoride | Dec. 18 | 21 |
| Formate | Nov. 6 | 21 |
| Hyposulphite | Dec. 11 | 21 |
| Meta Antimoniate | Sept. 25 | 21 |
| Oxalate | July 3 | 21 |
| Perborate | Nov. 13 | 21 |
| Silicate | Aug. 7 | 21 |
| Sulphate | Oct. 30 | 21 |
| Sulphide | Nov. 20 | 21 |
| Sulphite | Dec. 11 | 21 |
| Thiosulphate | Dec. 11 | 21 |
| Sod Oil | Sept. 18 | 21 |
| Spermaceti | Nov. 20 | 21 |
| Sperm Oil | Sept. 18 | 21 |
| Stannous Acetate | Sept. 4 | 21 |
| Star Anise | Oct. 30 | 21 |
| Stearic Acid | July 31 | 21 |
| | Aug. 21 | 21 |
| Stearine Pitch | Sept. 4 | 21 |
| Strontium Nitrate | Sept. 4 | 21 |
| Sulphur Chloride | Sept. 4 | 21 |
| Dichloride | Sept. 4 | 21 |
| Dioxide | July 24 | 21 |
| Trioxide | Nov. 20 | 21 |
| Sulphuric Acid | Dec. 18 | 21 |
| Ether | Oct. 2 | 21 |
| Sulphurous Acid | July 24 | 21 |
| Sulphuryl Chloride | Sept. 4 | 21 |
| Tartaric Acid | July 3 | 21 |
| Tellurium | Dec. 25 | 21 |
| Terpinyl Acetate | Nov. 13 | 21 |
| Tetrachlor Ethane | Oct. 2 | 21 |
| Thionyl Chloride | Sept. 4 | 21 |
| Tin Acetate | Sept. 4 | 21 |
| Chloride | Nov. 20 | 21 |
| Titanium Dioxide | Sept. 25 | 21 |
| Tung Oil | Oct. 9 | 21 |
| Turpentine | July 3 | 21 |
| | Dec. 25 | 21 |
| Tragacanth | Nov. 20 | 21 |
| Trinitro-Isobutyl-Xylene | Dec. 4 | 21 |
| Tungsten Trioxide | Nov. 20 | 21 |
| Ultramarine | Sept. 4 | 21 |
| Vanadium Chloride | Nov. 20 | 21 |
| Oxides | Nov. 20 | 21 |
| Pentasulphide | Nov. 20 | 21 |
| Pentoxide | Nov. 20 | 21 |
| Sulphate | Nov. 20 | 21 |
| Sulphide | Nov. 20 | 21 |
| Vanadyl Sulphate | Nov. 20 | 21 |
| Vanillin | Sept. 4 | 21 |
| Vegetable Oil Fatty Acids | July 31 | 21 |
| Vitriol, White | Nov. 20 | 21 |
| Water Glass | Aug. 7 | 21 |
| Waxes: Bayberry | Nov. 13 | 21 |
| Bees | Nov. 13 | 21 |
| Brazil | Nov. 6 | 21 |
| Candelilla | Oct. 2 | 21 |
| Carnauba | Nov. 6 | 21 |
| Chinese | Nov. 6 | 21 |
| Insect | Nov. 6 | 21 |
| Whale Oil | Sept. 18 | 21 |
| Wintergreen Oil, Artificial | Dec. 4 | 21 |
| Wood Alcohol | Aug. 28 | 21 |
| Wool Grease | Sept. 25 | 21 |
| Wormwood | Sept. 11 | 21 |
| Zibeth | Sept. 18 | 21 |
| Zinc Acetate | July 24 | 21 |
| Carbonate | July 24 | 21 |
| Dust | July 24 | 21 |
| Oxide | July 24 | 21 |
| Resinate | Nov. 20 | 21 |
| Stearate | Nov. 20 | 21 |
| Sulphate | July 3 | 21 |
| | Nov. 20 | 21 |
| | Dec. 25 | 21 |


## Obituaries


| | Date. | Page. |
|---|---|---|
| Allen, William C. | Oct. 2 | 18 |
| Andrews, Robert F. | Nov. 13 | 18 |
| Antram, Harry A. | Sept. 18 | 18 |
| Bichels, Emil | Nov. 6 | 18 |
| Bush, Edwin A. | Nov. 27 | 18 |
| Chandler, Mrs. Walker | Aug. 14 | 20 |
| Collins, Frank P. | Oct. 9 | 18 |
| Curtis, R. J. | Sept. 4 | 18 |
| Dancy, F. B. | July 10 | 18 |
| Eardley, Frank | July 10 | 18 |
| Egan, William F., Sr. | Oct. 9 | 18 |
| Feist, Leopold | Nov. 20 | 18 |
| Fenton, Henry E. | Nov. 13 | 18 |
| Fisher, Charles H. | Oct. 16 | 18 |
| Forman, George V. | Oct. 16 | 18 |
| Frueauff, Frank W. | Aug. 7 | 18 |
| Fuller, Mrs. Charles M. | Nov. 20 | 18 |
| Gesell, William J. | Nov. 27 | 18 |
| Gilman, Charles S. | Oct. 16 | 18 |
| Gilman, John A. | Nov. 6 | 18 |
| Glidden, Francis H. | Oct. 2 | 18 |
| Guggenheim, Isaac | Oct. 16 | 18 |
| Hall, Charles T. | Nov. 20 | 18 |
| Heckendorn, Harry F. | Dec. 4 | 18 |
| Hewitt, Herbert H. | Dec. 25 | 18 |
| Hunter, John C. | Aug. 7 | 18 |
| Johnston, William J. | Dec. 18 | 18 |
| Kellogg, Spencer | Nov. 20 | 18 |
| Kutroff, Frederick | Oct. 30 | 18 |
| Larendon, Michael W. | Aug. 28 | 18 |
| Loud, Theodore R. L. | Aug. 28 | 18 |
| Lukens, George W. | Aug. 21 | 18 |
| Lund, James | Oct. 9 | 18 |
| Knappmann, William | Dec. 25 | 18 |
| Macon, William A. | Aug. 28 | 18 |
| Marsh, Fred A. | Dec. 25 | 18 |
| Medbery, F. L. | July 31 | 18 |
| Merryweather, Weir | Sept. 18 | 18 |
| Norman, Charles R. | Aug. 21 | 18 |
| Ogden, Marion M. | Sept. 18 | 18 |
| Page, Wilson R. | Sept. 18 | 18 |
| Peek, Walter K. | Dec. 11 | 40A |
| Peuchen, Stanley C. | Sept. 25 | 88 |
| Phillips, Alexander W. | Dec. 18 | 18 |
| Pirce, James Aldrich | Sept. 11 | 18 |
| Potts, Charles E. | Aug. 7 | 18 |
| Quackinbush, Benjamin F. | Dec. 25 | 18 |
| Quin, Edwin G. | Sept. 11 | 18 |
| Raymond, Edward B. | Sept. 18 | 18 |
| Richmond, Maurice J. | Nov. 6 | 18 |
| Rockefeller, William | July 3 | 19 |
| Rockefeller, William G. | Dec. 4 | 18 |
| Rosengarten, Mrs. H. B. | Dec. 25 | 19 |
| Rowe, Reginald P. | July 24 | 18 |
| Rule, G. S. | July 3 | 18 |
| Sands, Louis C. | Nov. 13 | 18 |
| Scott, William A. | Aug. 14 | 20 |
| | Aug. 28 | 18 |
| Sherman, G. E. | July 17 | 18 |
| Shoemaker, Mrs. Clayton F., Sr. | Aug. 28 | 19 |
| Smith, Professor Alexander | Sept. 18 | 18 |
| Smith, Charles E. | Oct. 23 | 18 |
| Starkie, Thomas M. | Aug. 7 | 18 |
| Stewart, William Buell | Sept. 11 | 18 |
| Summers, W. P. | Sept. 4 | 18 |
| Tagliabue, Charles J. | Nov. 13 | 18 |
| Takamine, Dr. Jokichi | July 31 | 18 |
| Taplin, Charles G. | Oct. 2 | 18 |
| Thompson, W. A. Jr. | July 31 | 18 |
| Thompson, William N. | Nov. 27 | 18 |
| Vogeler, Alfred | Aug. 14 | 20 |
| Walden, J. Beverly | Dec. 4 | 18 |
| Washburn, Frank Sherman | Oct. 16 | 18 |
| Watson, Dwight H. | Aug. 28 | 18 |
| White, Dr. J. Fleming | Oct. 2 | 18 |
| Whittington, Frank P. | Nov. 6 | 18 |
| Will, Anthony | Sept. 25 | 83 |
| Williams, Richard P. | Nov. 13 | 18 |


## Correspondence


| | Date. | Page. |
|---|---|---|
| Appreciation of R. P. Rowe (King) | Aug. 7 | 18 |
| Chloroform Containers and the U. S. P. Committee (Cook) | July 31 | 18 |
| Chloroform in Tin (Mallinckrodt, Merck, Squibb) | July 24 | 18 |
| Co-operative Chemical Show (Nagelvoort) | Sept. 18 | 18 |
| Drug Trade and Prohibition Rules (Taylor) | July 24 | 18 |
| Monsanto Chemical Works and Senator Moses (Queeny) | July 31 | 18 |
| Moses Given More Light (Monsanto) | Aug. 7 | 18 |


## New Inventions


| | Date. | Page. |
|---|---|---|
| Acetaldehyde Resin Varnish | July 3 | 80 |
| Acetic Acid from Aetaldehyde | July 31 | 46 |
| Anhydride | July 10 | 43 |
| Acid Recovery in Oil Refining | Sept. 11 | 33 |
| Alcohol from Lithium Formate | July 31 | 46 |
| Alizarine | Sept. 11 | 33 |
| Alumina from Clay | Aug. 7 | 46 |
| Aluminum Salts | July 31 | 46 |
| Ammonia | July 3 | 80 |
| Alum | July 31 | 46 |
| Catalysts | July 3 | 80 |
| Sulphate | Sept. 4 | 84 |
| Ammonium Sulphate | July 3 | 80 |
| | Oct. 23 | 45 |
| Anthracene Purification | July 10 | 43 |
| | July 31 | 46 |
| Anthraquinone Halogenation | Sept. 11 | 33 |
| Azo Dyes | Aug. 7 | 46 |
| Barium Hydrate | Oct. 23 | 45 |
| Bone Glue | July 3 | 80 |
| Butyl Alcohol | Nov. 20 | 44E |
| Butyric Acids | July 31 | 46 |
| | Aug. 7 | 46 |
| Alcohol Fatty Acids | Sept. 11 | 33 |
| Cadmium Yellow | Aug. 7 | 46 |
| Camphoric Acid Derivatives | Aug. 7 | 46 |
| Carbon Black | Oct. 23 | 45 |
| Disulphide | Sept. 11 | 33 |
| for Sanitation | Oct. 23 | 45 |
| Catalysts | Oct. 23 | 45 |
| Caustic Soda | Nov. 20 | 44E |
| Cellulose Esters and Solvents | Nov. 20 | 44E |
| Chloroform | July 3 | 80 |
| Chlor-Sulphonic Acid | Oct. 23 | 45 |
| Cleansing Compound | Aug. 7 | 46 |
| Coal Tar Lubricant | July 10 | 43 |
| Condensation Products | Sept. 11 | 33 |
| Copper Catalyst | July 10 | 43 |
| Corn Meal Detergent | Oct. 23 | 45 |
| Cresylic Insecticide | Aug. 7 | 46 |
| Decolorizing Carbon | July 10 | 43 |
| Deodorant and Disinfectant | Nov. 20 | 44E |
| Distilling Apparatus | Nov. 20 | 44E |
| Dyes from Coniferous Resins | Aug. 7 | 46 |
| Ethyl Alcohol | July 10 | 43 |
| Fat Extraction Process | Nov. 20 | 44E |
| Soluble Detergent | July 3 | 80 |
| Fats and Soaps from Waste | July 3 | 80 |
| Fatty Acids | Nov. 20 | 44E |
| Ferric Chloride | Sept. 4 | 84 |
| Fertilizer | Nov. 20 | 44E |
| Filter for Gasoline Tanks | Nov. 20 | 44E |
| Formic Acid | Aug. 7 | 46 |
| Fungicides | July 3 | 80 |
| Gasoline | Nov. 20 | 44E |
| Absorption Tank | Nov. 20 | 44E |
| Pump | Oct. 23 | 45 |
| Substitute | Oct. 23 | 45 |
| Gas Recovery | July 10 | 43 |
| Gelatin from Bones | Sept. 11 | 33 |
| Gelatinous Antiseptic | July 10 | 43 |
| Glycerin from Sugar | July 10 | 43 |
| Glycol and Formaldehyde | July 31 | 46 |
| Graphite Stove Polish | July 3 | 80 |
| Hydrocarbon Distillation | Sept. 11 | 33 |
| Hydrochloric Acid | Aug. 7 | 46 |
| | Nov. 20 | 44E |
| Hydrogen Sulphide | Oct. 23 | 45 |
| Hydroquinone | Sept. 11 | 33 |
| Iron Oxide in Insecticides | July 3 | 80 |
| Iron Oxide Red | Sept. 11 | 33 |
| Lactic Acid Purification | Aug. 7 | 46 |
| Laundry Starch | Sept. 4 | 84 |
| Liquid Slating Mixture | Sept. 4 | 84 |
| Lithographic Ink | Sept. 4 | 84 |
| Lubricating Oils | Nov. 20 | 44E |
| Luminous Composition | Nov. 20 | 44E |
| Magnesia | Aug. 7 | 46 |
| Recovery | Aug. 7 | 46 |
| Manganese Violet | July 31 | 46 |
| Mercuric Oxide | Nov. 2 | 44E |
| Mineral Oil Purification | Sept. 11 | 33 |
| Soluble in Water | Sept. 11 | 33 |
| Nitric Acid | Nov. 20 | 44E |
| by Synthesis | July 31 | 46 |
| Nitrogen Fixation | Nov. 20 | 44E |
| from the Air | Sept. 11 | 33 |
| Nitrogenous Superphosphate | Sept. 11 | 33 |
| Oil and Fat Purification | July 31 | 46 |
| Hoisting Apparatus | July 10 | 43 |
| Pigment Paste | Aug. 7 | 46 |
| Well Pump | Nov. 20 | 44E |
| Oils and Pitch from Tar | Aug. 7 | 46 |
| and Resins in Powder | July 3 | 80 |
| Organic Acids from Petroleum | Oct. 23 | 45 |
| Ozocerite Fatty Acids | Oct. 23 | 45 |
| Ozone Compounds | Sept. 4 | 84 |
| Paint | Nov. 20 | 44E |
| Brush Handle | Aug. 7 | 46 |
| Oil from Coal Tar | July 3 | 80 |
| Paraffin Soluble in Alkali | Sept. 11 | 33 |
| Paranitraniline | Nov. 20 | 44E |
| Peat in Fertilizer | July 10 | 43 |
| Perborates | July 10 | 43 |
| | Nov. 20 | 44E |
| Petroleum Cracking | Nov. 20 | 44E |
| Phenol Antiseptic | July 31 | 46 |
| Condensation Products | July 3 | 80 |
| Phenyl-glycine Compound | July 10 | 43 |
| Polish for Wood | Oct. 23 | 45 |
| Potash from Feldspar | Oct. 23 | 45 |
| Potassium Sulphate | Sept. 11 | 33 |
| Primary Arsenilic Acid | Aug. 7 | 46 |
| Printers' Ink Solvent | Sept. 4 | 84 |
| Pump for Measuring Liquids | Nov. 20 | 44E |
| Red Mordant Dyes | July 10 | 43 |
| Rescorcinol | Sept. 4 | 84 |
| Resins for Paint Making | Nov. 20 | 44E |
| from Turpentine | Oct. 23 | 45 |
| Rosin Purification | Sept. 11 | 33 |
| Rust Preventive Composition | July 31 | 46 |
| Secondary Alcoholic Ketones | July 10 | 43 |
| Selenide Colloids | Aug. 7 | 46 |
| Silver Colloids | Aug. 7 | 46 |
| Sodium Cyanide | July 10 | 43 |
| Hyposulphite | Oct. 23 | 45 |
| Silicate | July 3 | 80 |
| Sponge Asphalt | Nov. 20 | 44E |
| Sulphuric Acid | July 10 | 43 |
| | July 31 | 46 |
| | Aug. 7 | 46 |
| | Sept. 11 | 33 |
| Sulphur Oxides | Oct. 23 | 45 |
| Purification | Nov. 20 | 44E |
| Terpineol | Nov. 20 | 44E |
| Titanium Nitrogen Compounds | Nov. 20 | 44E |
| Oxide | Sept. 4 | 84 |
| Salts | Nov. 20 | 44E |
| Vanillin | July 3 | 80 |
| Vat Dyes | Aug. 7 | 46 |
| Washing Powder | July 10 | 43 |
| Waste Acid Recovery | July 10 | 43 |
| Waterproofing Composition | Aug. 7 | 46 |
| | Oct. 23 | 45 |
| Paint | July 10 | 43 |
| Water Resisting Casein Glue | July 31 | 46 |
| Well Casing Cutting Tool | July 31 | 46 |
| Drilling Bit | Nov. 20 | 44E |
| Fishing Tools | Nov. 20 | 44E |
| Wood Distillation | July 31 | 46 |
| Preservation | July 10 | 43 |
| Wool Fat Substitutes | Oct. 23 | 45 |
| Zinc Sulphide Pigment | Aug. 7 | 46 |


## Trade Organizations


| | Page. | Date. |
|---|---|---|
| Advertising Group of the Paint and Varnish Industry Organizes | Nov. 27 | 33 |
| Agricultural Chemists' Association Told to Expect Paint and Varnish Purity Legislation | Nov. 20 | 20 |
| American Association of Petroleum Geologists' Head Lays Surplus to Light Sales | Nov. 6 | 43 |
| of Textile Chemists and Colorists Meets | Dec. 11 | 20 |
| American Chemical Society Headed by Dr. E. C. Franklin | Dec. 25 | 70 |
| Makes Plans for Pittsburgh Meet | Aug. 7 | 20 |
| Meeting | Sept. 11 | iii |
| Nominations Are Asked For | Nov. 6 | 79 |
| to Help Dedicate Yale Chemical Laboratory | Oct. 23 | 20 |
| to Reveal Inventions at Pittsburgh Meeting | Aug. 28 | 86 |
| Baltimore and Washington Sections Visit Sugar Plant | Dec. 4 | 84 |
| Louisville Section Protests Benzol in Rubbing Alcohol | Dec. 25 | 46 |
| New York Section Discusses Gaseous Detonation of Motor Fuels | Nov. 13 | 20 |
| Discusses Work Abroad | Oct. 9 | 51 |
| Holds Annual Election | Dec. 11 | 20 |
| Petroleum Section Completes Meeting Program | Aug. 28 | 49 |
| Pittsburgh Section Puts on Some Chemical Comedy | Sept. 11 | xvii |
| American Drug Manufacturers' Association Claims Drug Shipments Are Held Up | Aug. 21 | 49 |
| Office Nails Prohibition Bond Propaganda | Nov. 13 | 44C |
| Oppose Prohibition Bureau Project | Oct. 2 | 40B |
| American Electrochemical Society Discusses Making of Organic Compounds | Sept. 11 | xxv |
| to Hold Meeting at Montreal | Aug. 28 | 82 |
| American Manufacturers of Toilet Articles Denies Alcohol Charge | Dec. 11 | 19 |
| American Petroleum Institute Announces Program for Groups | Nov. 6 | 46 |
| General Committee Meets | Oct. 2 | 40D |
| General Program Announced | Nov. 13 | 43 |
| Meeting | Dec. 18 | 44C |
| Date Set | Oct. 23 | 48 |
| Re-Elects Officers | Dec. 11 | 39 |
| American Pharmaceutical Manufacturers' Association Discusses Proposed Narcotic Law Changes | Nov. 27 | 44F |
| Holds Annual Meeting | Aug. 21 | 19 |
| Wants House Organ Information | Oct. 9 | 61 |
| Arkansas Association of Pharmacists Supports Embargo on Imitations | Aug. 7 | 19 |
| Atlanta Paint, Oil & Varnish Club Meets with Local Master Painters | Dec. 11 | 40A |
| Baltimore Drug Exchange Enjoys Sightseeing Trip | Aug. 7 | 33 |
| Meets | Dec. 11 | 21 |
| Baltimore Drug Trade Bowling Club Opens New Season's Play | Oct. 16 | 82 |
| Running Neck and Neck | Nov. 20 | 61 |
| Baltimore Paint Manufacturers' Club Have Outing and Banquet | Oct. 9 | 70 |
| Meets | Dec. 11 | 40B |
| Plans Outing Next Week | Sept. 18 | 21 |
| Baltimore Paint, Oil & Varnish Club Names National Convention Delegates | Oct. 30 | 30 |
| Speeds Member on Way to New Field | Aug. 7 | 33 |
| Boston Paint & Oil Golf Club Plays at Waltham Club | Oct. 30 | 19 |
| Plays at Weston Club | Oct. 9 | 71 |
| Plays for Two Prizes | Oct. 2 | 49 |
| Plays on Norfolk Club Links | Sept. 25 | 20 |
| Shake a Neat Niblick | Oct. 23 | 30 |
| Tries Brae Burn Course | Nov. 6 | 49 |
| Tries Wollaston Course | Nov. 20 | 2 |
| Visits Woodland Links | Nov. 13 | 44G |
| British Institute of Paint and Varnish Technologists Planned | Oct. 2 | 48B |
| Brooklyn Paint Jobbers' Association Wants White Lead Prices Stabilized | July 3 | 40B |
| Buffalo Paint, Oil & Varnish Club Golfers Finish | Sept. 18 | 21 |
| Match Skill with Par | July 24 | 66 |
| Has Most Enjoyable Meeting | Nov. 20 | 30 |
| Holds Golf Tourney | Aug. 21 | 27 |
| Names Its Delegates | Sept. 18 | 21 |
| Plans Bi-Weekly Luncheons | July 10 | 33 |
| Plans Get Together Conference | Oct. 30 | 28 |
| Preparing for Conference | Dec. 4 | 33 |
| California Paint Superintendents' Club Organized Anew | Nov. 20 | 44H |
| Chemical Equipment Association Opens Local Headquarters | Dec. 11 | 21 |
| Will Meet Tuesday Evening | Sept. 11 | xv |
| Chemists' Club Plans Social Doings | Nov. 27 | 84 |
| Chicago Paint, Oil & Varnish Club Golfers Elect Beverly F. Hall President | Sept. 25 | 84 |
| Plays | July 3 | 30 |
| | July 31 | 86 |
| Play Well at Glen Oak Club | Sept. 4 | 44G |
| Meeting | Nov. 6 | 20 |
| Meets Thursday | Sept. 4 | 20 |
| Starts New Season | Sept. 11 | 19 |
| to Meet Nov. 2 | Oct. 30 | 30 |
| to Run Special Convention Train | Sept. 18 | 21 |
| Chicago Perfumery, Soap and Extract Association Meets | Dec. 25 | 44E |
| Chicago "Save the Surface" Salesmen's Club Meets | Dec. 11 | 40B |
| Cincinnati and Dayton Paint & Varnish Superintendents' Club Discusses Accounting Methods | Dec. 18 | 33 |
| Discusses Tests for Viscosity | Nov. 13 | 33 |
| Holds Meeting | Aug. 21 | 30 |
| Meets | Oct. 2 | 48D |
| Prepares to Elect Delegates | Oct. 23 | 45 |
| Cincinnati Oil Club to Bowl | Oct. 16 | 19 |
| Cincinnati Paint, Oil and Varnish Club Awards "Save the Surface" Prizes | July 17 | 42J |
| Committees Are Named | Oct. 9 | 18 |
| Delegates Are Selected | Oct. 16 | 32 |
| Golfers Elect Officers for 1923 | Oct. 30 | 44C |
| Make Notably Low Scores | Sept. 18 | 30 |
| Holds Its Annual Election | Oct. 2 | 49 |
| Meets | Dec. 11 | 40B |
| Plays Inglewood Club Golf | Oct. 23 | 61 |
| Takes Action on Alcohol Question | Dec. 25 | 50 |
| "Clean-Up, Paint-Up" Campaign Committee Budget Planned | Oct. 2 | 48B |
| Cleveland Paint Credit Group to Be Organized | Oct. 23 | 61 |
| Cleveland Paint, Oil & Varnish Club Hears Reports on National Meeting | Dec. 18 | 19 |
| Golfers Extend Membership Right | Sept. 18 | 19 |
| Have an Interesting Meet | Sept. 4 | 19 |
| Meet | Aug. 7 | 33 |
| Play at Akron | Aug. 21 | 18 |
| Play on Links and Table | Oct. 9 | 44B |
| Re-elect Officers | July 24 | 66 |
| Selects Its Delegates | Oct. 2 | 30 |
| Dallas Paint, Oil & Varnish Club Elects | Nov. 13 | 30 |
| Dayton Paint, Oil & Varnish Club Plays Golf with Cincinnati Paint Club | Oct. 23 | 61 |

| | Date. | Page. |
|---|---|---|
| Detroit Paint, Oil & Varnish Club Committees Are Named | Dec. 18 | 71 |
| Names Delegates to Convention | Oct. 9 | 18 |
| Re-elects Officers | Oct 23 | 61 |
| to Get Credit Data | Nov. 6 | 49 |
| to Meet | Oct. 16 | 19 |
| District of Columbia Retail Druggists' Association Aroused by Liquor Imputation | Dec. 4 | 19 |
| Druachem Club Celebrates Its First Anniversary | Nov. 13 | 44E |
| Dines | Nov. 13 | 20 |
| Drug and Chemical Club Amends By-Laws | Nov. 27 | 20 |
| Drug and Chemical Square Club Committee Named | Oct. 2 | 40C |
| Formed by Drug Trade Masons | Aug. 28 | 61 |
| Grows | Nov. 27 | 83 |
| Holds Annual Meeting | Dec. 11 | 21 |
| Eastern Association of Glass Distributors Meets | July 24 | 66 |
| | Oct. 30 | 44C |
| Views Future Optimistically | Oct. 2 | 30 |
| Federal Wholesale Druggists' Association Meeting | Oct. 30 | 33 |
| Meets in Buffalo Next Month | Sept. 25 | 84 |
| Federation of Paint & Varnish Production Clubs Gets Ready for Annual Meeting | Nov. 6 | 50 |
| Meeting | Nov. 23 | 82 |
| Officers | Nov. 20 | 83 |
| Flavoring Extract Manufacturers' Association Dislikes Rules | Oct. 9 | 61 |
| Protests Prohibition Bond Rule | Nov. 6 | 61 |
| Georgia Cottonseed Crushers' Association Meets | July 10 | 35 |
| Grand Rapids Paint & Oil Club Organized | Oct. 16 | 20 |
| Golden Gate P., O. & V. Club of San Francisco Elects Downey President | Oct. 9 | 20 |
| Extends Membership Scope | Sept. 4 | 19 |
| Illinois Independent Oil Jobbers Association Meeting Scheduled | Nov. 20 | 44C |
| Illinois Petroleum Marketers' Association Opposes Tax on Gasoline | Dec. 11 | 47 |
| Indiana Independent Oil Jobbers' Association Opposes Pump Rebating | Sept. 25 | 49 |
| Insecticide and Disinfectant Manufacturers' Association Enlists Many Speakers | Nov. 20 | 44F |
| Has an Interesting Meeting | Dec. 18 | 50 |
| Protests Against Cresylic Acid Tariff | Sept. 11 | 20 |
| to Hear General Amos Fries | Nov. 6 | 60 |
| to Meet December 11 | Oct. 9 | 74 |
| Interstate Cottonseed Crushers' Association Says Italy Bans Oil | Dec. 18 | 35 |
| Kansas City Oil Men's Club Enters Active Season | Oct. 2 | 49 |
| Elects New Governors | Dec. 11 | 41 |
| Takes Up Gasoline Tax | Oct. 16 | 51 |
| Kansas Oil Men's Association Admits Failure of Pump Pact | Oct. 2 | 43 |
| Linseed Association of New York Honors George W. Fortmeyer | Dec. 18 | 33 |
| Louisville Paint, Oil and Varnish Club Hears Cost System Talk | Nov. 6 | 30 |
| Honors Lewis R. Atwood | Dec. 18 | 21 |
| to Hear Advertising Talk | Sept. 25 | 84 |
| Master Painters' Association of Atlanta Meets with Local Paint Club | Dec. 11 | 40A |
| Minnesota Independent Oil Jobbers Association Started | July 24 | 43 |
| Mississippi Cottonseed Crushers' Association Takes Up Insurance and Cost Accounting | July 31 | 35 |
| Missouri Oil Men's Association Adopts a Constructive Program | Dec. 25 | 41 |
| Busy at Quarterly Meeting | Dec. 18 | 49 |
| Program | Dec. 11 | 44 |
| Told Head Is Needed | Sept. 25 | 47 |
| to Meet | Nov. 27 | 44B |
| Will Meet Friday | Sept. 11 | 46 |
| Mobile Paint, Oil & Varnish Club Favors Port Development Project | July 31 | 30 |
| Plans for Busy Season | Dec. 25 | 50 |
| National Association of Paint Jobbers Directors Will Meet in Cleveland | Aug. 28 | 21 |
| Advisory Council and Board of Directors Hold Meeting in Cleveland | Sept. 11 | 20 |
| National Association of Retail Druggists Protests Prohibition Procedure | Oct. 2 | 20 |
| National Association of "Save the Surface" Salesmen's Board to Meet | Oct. 16 | 20 |
| National Association of Window Glass Manufacturers Arrange Convention Program | July 31 | 47 |
| to Meet Next Month | July 24 | 80 |
| National Council of Farmers' Co-Operative Marketing Associations Endorses Filled-Milk Bill | Dec. 25 | 49 |
| National Drug Trade Conference Meets | Dec. 11 | 19 |
| National Fertilizer Association Executive Committee Meets | Dec. 11 | 86 |
| Soil Improvement Committee Offers Prizes for Soil Fertility | Sept. 4 | 19 |
| National Lime Association Meets | July 3 | 66 |
| National Naval Stores Association Launched | Aug. 28 | 21 |
| National Paint, Oil & Varnish Association Addressed by Lewis R. Atwood | Dec. 11 | 18 |
| Bulletin Has Message from President | Dec. 25 | 70 |
| Has Much of Interest | Aug. 21 | 44C |
| Club Secretaries Given Convention Advice | Sept. 25 | 30 |
| Convention Golf Promises Some Great Matches | Aug. 21 | 19 |
| Program | Oct. 30 | 20 |
| Will Be a Big One | Sept. 4 | 20 |
| Will Mark Progressive Epoch | July 10 | 44 |
| Executive Committee Meets in This City | Dec. 11 | 20 |
| Golfers Tuned Up for Tournament | Oct. 2 | 20 |
| Play at Northfield | Aug. 14 | 70 |
| Golf Plans Are in the Making | July 17 | 28 |
| Maps Work | Sept. 18 | 30 |
| Meeting | Nov. 23 | 3 |
| Plans in the Making | Oct. 16 | 35 |
| Will Be Largely Attended | Oct. 9 | 70 |
| Members Lined Up for Convention | July 24 | 80 |
| Officers | Nov. 20 | 83 |
| Visit St. Louis Club | Oct. 9 | 71 |
| Will Visit St. Louis This Month | Sept. 4 | 19 |
| Leave for Portland Meeting | July 10 | 44 |
| Oregon Banquet | July 24 | 20 |
| Plans Entertainment for the Ladies | Sept. 11 | 19 |
| Portland Meeting Already Bearing Fruit | Aug. 28 | 86 |
| Rail Rates | Oct. 30 | 20 |
| Regional Meeting | July 17 | 20 |
| Secretary Asks for Committee Reports | Sept. 25 | 30 |
| Seeks Paint Insurance Data | Sept. 25 | 30 |
| Seeking Trade-Mark Information | July 3 | 35 |
| Speeds Convention Arrangements | July 3 | 40B |
| Transportation and Classification Committee Advises Shippers | Sept. 4 | 19 |
| Announces Railroad Holidays | Dec. 18 | 33 |
| National Petroleum Association Meeting | Sept. 25 | 49 |
| Twentieth Annual Meeting | Oct. 2 | 44D |
| National Petroleum Marketers' Association Adopts Trade-Mark for Products | Oct. 9 | 43 |
| and the Western Petroleum Refiners' Association Discuss Pricing Plan | Aug. 7 | 47 |
| Announces Tentative Program | Sept. 25 | 49 |
| Appoints Advertising Trustees | Nov. 20 | 47 |
| Convention Plans | Oct. 2 | 49 |
| Convention Plans Are Rapidly Taking Shape | Aug. 28 | 49 |
| Directors Protest Refiners' Cutting Into Profits | July 3 | 45 |
| Gets Set for Big Advertising Campaign | Dec. 11 | 41 |
| Seeks to Align Refiners | July 17 | 42D |
| Meets | Oct. 16 | 47 |
| Meets with Western Petroleum Refiners' Association | Aug. 21 | 47 |
| October Convention | Aug. 14 | 44A |
| Plan Refiner-Jobber Pact | July 31 | 49 |
| Will Meet in Chicago in October | July 17 | 45 |
| National "Save the Surface" Committee Meeting | Nov. 23 | 72 |
| Demonstration in Philadelphia | Aug. 14 | 44D |
| Offers Prizes for Essays | Oct. 2 | 30 |
| Publicity Scheduled for 1923 Is Ready | Oct. 9 | 30 |
| Publicity Strikes Note of Domesticity | Sept. 11 | 20 |
| Slogan Rules | July 3 | 66 |
| National Varnish Manufacturers' Association Addressed by Henry L. Caiman | Dec. 11 | 18 |
| Cost Accounting Committee Is at Work | Oct. 16 | 19 |
| Directors Meet | Nov. 27 | 33 |
| Meeting | Nov. 23 | 79 |
| Officers | Nov. 20 | 83 |
| National Wholesale Druggists' Association Annual Meeting | Aug. 14 | 70 |
| Now but Three Weeks Off | Sept. 11 | 70 |
| Convention to Be Addressed by Alvin E. Dodd | Sept. 25 | 61 |
| Delegates State Case to Blair | Nov. 27 | 20 |
| Gets "Pilot" for Colorado Convention | July 24 | 47 |
| Meeting | Oct. 16 | 111 |
| Program | Sept. 25 | 50 |
| Voices Opinions on Prohibition Matters | Oct. 9 | 21 |
| Natural Gas Assn. Not Antagonistic to Mines Bureau | July 10 | 42D |
| Nebraska Independent Oil Men's Association Meeting Scheduled | Nov. 20 | 44C |
| Buy Co-Operatively | Dec. 25 | 44A |
| New England Paint and Oil Club Gives "Clean-Up, Paint-Up" Flags to School Children | July 17 | 42J |
| Golfers Get Under Way Again | Sept. 18 | 47 |
| Hears Immigration Talk | Dec. 18 | 21 |
| Reviews Paint-Up Week | Oct. 2 | 49 |
| Selects Convention Delegates | Oct. 30 | 28 |
| Starts Season Next Week | Sept. 18 | 21 |
| Told About Aristocrats | Nov. 13 | 44G |
| New England Paint & Varnish Production Club Discusses Costs | Nov. 27 | 33 |
| New Jersey Paint and Allied Travelers Entertains Its Friends | Oct. 23 | 20 |
| Installs Officers for 1923 | Dec. 25 | 30 |
| New York Board of Trade and Transportation Drug and Chemical Section Advocates Nationalized Narcotic Lists | Oct. 23 | 61 |
| Advocates Nationalized Narcotic Lists | Oct. 23 | 61 |
| Alcohol Problems | Nov. 6 | 60 |
| Honors Memory of W. J. Gesell | Dec. 18 | 61 |
| Joins Prohibition Protest | Nov. 27 | 44E |
| to Elect Officers Next Week | Dec. 25 | 51 |
| New York Drug Trade Bowling League Well Along on Schedule | Dec. 11 | 40A |
| New York Oil Trades Association Holds First Meeting of New Season | Oct. 16 | 84 |
| New York Paint, Oil & Varnish Club Arranges for Meeting | Sept. 11 | 20 |
| Committees Named | July 24 | 80 |
| Enjoys Rainy Outing | July 3 | 40B |
| Golfers "Save Surface" at Siwanoy | July 17 | 28 |
| to Visit Siwanoy | July 3 | 40B |
| Will Admit Part-Timers | July 10 | 44 |
| Win Trophy from Philadelphians | Sept. 18 | 21 |
| Hears Talk on Simplifications | Dec. 18 | 19 |
| Lays "Clean-Up, Paint-Up" Plans | Oct. 16 | 33 |
| Opens 1922-23 Season | Oct. 2 | 19 |
| to Meet September 28 | Sept. 18 | 30 |
| Will Have No November Meeting | Nov. 6 | 45 |
| Will Meet December 14 | Dec. 4 | 19 |
| New York Wholesale Drug Trade Baseball League | July 3 | 57 |
| August Schedule Suspended | Aug. 14 | 44C |
| McKesson & Robbins Team Leads | July 31 | 61 |
| Parke-Davis Proclaimed Champions | July 17 | 37 |
| Parke-Davis Shares Honors with McKesson & Robbins | Oct. 2 | 40C |
| Resumes Schedule with Double Bill | Sept. 11 | 61 |
| Schedule Set Back Again | July 10 | 33 |
| Start Second Lap of Season | July 24 | 47 |
| Northwest Independent Oil Men's Association Organizes | Dec. 11 | 44A |
| Ohio Gas & Oil Men's Association Holds Fourth Convention | Oct. 9 | 41 |
| Ohio House Painters & Decorators Association Meets | July 24 | 20, 78 |
| Ohio Petroleum Marketers' Association Condemns Rebate Practice | July 3 | 42D |
| Meeting Scheduled | Nov. 20 | 44C |
| Paint and Varnish Manufacturers' Advertising Managers' Group to Meet During Convention | Oct. 16 | 82 |
| Paint and Varnish Sales Managers' Council Meeting | Nov. 23 | 82 |
| Paint and Wallpaper Dealers' Association of Chicago Dances | Dec. 11 | 40B |
| Paint Manufacturers' Association of the U. S. Officers | Nov. 20 | 83 |
| Addressed by Charles R. Cook | Dec. 11 | 18 |
| Meeting | Nov. 23 | 73 |
| President Visits Philadelphia Salesmen | Oct. 23 | 30 |
| Pennsylvania Master Painters' and Decorators' Association Ready for Annual Meeting | Dec. 25 | 44D |
| Pennsylvania Oil and Gas Men's Association Discusses Warrant Plan of Oil Credits | Sept. 11 | 46 |
| Pennsylvania "Save the Surface" Salesmen's Club Elects 1923 Officers | Dec. 18 | 33 |
| Perfumery Soap and Allied Industries Association Hears Talk on Sherman Law | Dec. 4 | 19 |
| Philadelphia Drug Exchange Protests Against Prohibition Mimeograph 282 | Sept. 4 | 51 |
| to Hold Meetings January 23 | Dec. 11 | 40A |
| Philadelphia Mixers' Club Indulges in Kicker Golf | Oct. 16 | 32 |
| to Bring in the Yule Log | Dec. 11 | 40A |
| Philadelphia Oil Trades Association Holds Annual Golf Tourney | Oct. 23 | 49 |
| Philadelphia Paint and Varnish Superintendents' Club Visits N. J. Zinc Co. Plant | Oct. 30 | 30 |
| Philadelphia Paint, Oil and Varnish Club Holds Meeting | Oct. 16 | 20 |
| Loses Trophy to New Yorkers | Sept. 18 | 21 |
| Philadelphia "Save the Surface" Bowling League Starts the Season | Dec. 25 | 21 |
| Philadelphia "Save the Surface" Dealers Postpone Picnic and Parade | Oct. 2 | 20 |
| Philadelphia "Save the Surface" Salesmen's Club Visited by Paint Manufacturers' President | Oct. 23 | 30 |
| St. Louis Paint and Varnish Men's Production Club Meets | July 3 | 30 |
| | July 31 | 86 |
| Salesmen's Association of the American Chemical Industry Banquet to Be a Feature of the Exposition | Sept. 11 | xv |
| Celebrates with a Merry Christmas Dinner | Dec. 25 | 44E |
| Elects Officers for Coming Year | Sept. 18 | 70 |
| Hears Show Report | Nov. 27 | 19 |
| Lecture Course to Start January 5 | Nov. 6 | 33 |
| Makes Nominations for Officers | Aug. 28 | 70 |
| to Attend College Lectures | Oct. 16 | 20 |
| to Be Addressed by Secretary Hoover at Dinner | Aug. 21 | 44A |
| to Have Program of Dye Subjects | Nov. 20 | 70 |
| Will Hold Outing | July 17 | 33 |
| Will Investigate Chemical Show | Oct. 2 | 40A |
| Society of the Chemical Industry: Grasselli Medal Presented at Meeting | Oct. 23 | 20 |
| Plans Photographic Program for Next Meeting | Nov. 20 | 84 |
| South Dakota Petroleum Marketers' Association Meets for Business and Pleasure | Sept. 4 | 51 |
| Southern Fertilizer Association Holds Convention | Dec. 25 | 45 |
| Synthetic Organic Chemical Manufacturers' Association Discusses Tariff at Lunch | Oct. 16 | 19 |
| Elects F. H. Wilmot Tariff Adviser | Dec. 4 | 79 |
| Meets and Eats at Hotel Pennsylvania | Aug. 7 | 20 |
| to Act in Unity on Tariff | Nov. 13 | 20 |
| Toledo Paint, Oil and Varnish Club Meets | Nov. 13 | 33 |
| Met with Master Painters | July 10 | 20 |
| Names Delegates to Convention | Oct. 16 | 45 |
| Names Its Convention Delegates | Oct. 30 | 30 |
| Travelers' Association of the Paint and Allied Trades of New York City Enjoys Get-Together Dinner | Oct. 23 | 83 |
| Selects Officers for 1923 | Nov. 20 | 44H |
| to Renew Paint Up-Drive | Sept. 11 | 20 |
| Twin City Paint, Oil and Varnish Club Names National Delegates | Oct. 30 | 30 |
| Will Discuss Paint Sprayer Ban | Dec. 25 | 2 |
| United States Shellac Manufacturers' Association Adopts Labeling Rule | Nov. 6 | 20 |
| Vineyard Products Association of California Raises Anti-Volstead Fund | Aug. 7 | 31 |
| Washington (D. C.) Paint, Oil and Varnish Club Organized | Sept. 18 | 47 |
| Western Petroleum Refiners' Association Agrees on Gravity-Basis Plan | Dec. 4 | 49 |
| and the N. P. M. A. Discuss Pricing Plan | Aug. 7 | 47 |
| Discusses Rates with Railroad Officials | Dec. 25 | 44 |
| Meets with the N. P. M. A. | Aug. 21 | 47 |
| Traffic Managers' Meeting | Sept. 4 | 51 |
| Wants Freight Rates Reduced | Oct. 16 | 51 |
| Western States Dairy, Food and Drug Officials' Association Meets | Nov. 27 | 51 |
| Wisconsin Independent Oil Jobbers' Association Discusses Insurance Rates | Dec. 4 | 20 |
| Meeting Scheduled | Nov. 20 | 44C |


## A


| | Date. | Page. |
|---|---|---|
| Acetone as a Solvent Tested by Mellon Institute | Sept. 4 | 47 |
| Acetone-Sulphurous Acid Exploited as a Solvent | July 24 | 44 |
| Acid Industry Less Productive in 1921 | Nov. 13 | 44H |
| Production in Fertilizer Industry | Sept. 4 | 19 |
| Adams & Co. Get German Agency | Oct. 16 | 32 |
| Aden District Offers Market for Edible Cottonseed Oil | July 10 | 35 |
| Agar Agar Stocks in Japan May Be Exhausted Soon | Aug. 14 | 61 |
| Airplane Arsenate Attack Puts Boll Weevil to Rout | Sept. 11 | 35 |
| Alabama Cottonseed Crushers Get Coal | Sept. 4 | 33 |
| Alaska Oil Prospects Improved by Ruling | Aug. 14 | 44C |
| Oil Report Denied | Oct. 16 | 51 |
| Work Progresses | Nov. 20 | 44C |
| Albumin for Sale by Army | Oct. 9 | 18 |
| Alcohol and Narcotic Problems Treated in Druggists' Circular | Sept. 18 | 48 |
| Bonding Up Again | Oct. 2 | 40B |
| Bond Rule May Be Postponed | Nov. 20 | 19 |
| Signed | Oct. 9 | 60 |
| Denaturant Authorized as Motor Fuel | Dec. 25 | 44E |
| Authorized for Dentifrices | Aug. 7 | 61 |
| for Arnica Tincture Is to Be Recalled | Nov. 6 | 61 |
| Denaturants by Weight and Volume | Nov. 20 | 44F |
| Denatured. Formulas Change | Aug. 14 | 61 |
| No. 30 May Be Recovered for Re-Use | Sept. 25 | 50 |
| Permits Put Under Prohibition Office | July 31 | 61 |
| Rulings | Aug. 28 | 19 |
| for Rubbing Is Limited to Four Formulas | Nov. 13 | 30 |
| Industrial Value Shown to Federal Officials | Nov. 20 | 18 |
| May Be Denatured for Arnica Tincture | July 17 | 19 |
| Purity Process | Sept. 4 | 48B |
| Stolen from Train | Sept. 11 | 61 |
| Tax on Film Making Opposed by Eastman Co. | Aug. 28 | 82 |
| Transfer Limited to Designated Warehouses | Sept. 25 | 21 |
| Withdrawal Rules Modified for Emergencies | Sept. 18 | 48 |
| Alien Property Bill Discussed | Dec. 25 | 33 |
| Return Proposed in Congress | July 3 | 40A |
| Aluminum Sulphate Helps Soils | Nov. 6 | 86 |
| Plant to Be Sold | Dec. 4 | 70 |
| Ambrose, A. W., Made Assistant Director of Bureau of Mines | Sept. 11 | 46 |
| America May Join Opium Commission | Nov. 6 | 60 |
| American Competition Aggravates Japanese Petroleum Price War | July 24 | 42C |
| Cotton Oil Co. Reports $1,689,390 Loss | Nov. 27 | 35 |
| Goods in the British Market | Oct. 16 | 20 |
| Synthetic Dyes, Inc., Loses Picric Acid Suit | Dec. 18 | 20 |
| Vat Color Manufacturing Co. Organized | Oct. 30 | 84 |
| Ammonia Direct from Nitrogen | Aug. 7 | 70 |
| Sulphate in France | Nov. 6 | 20 |
| Output and Export Trade of the World | Sept. 18 | 84 |
| Anatolia Sales Monopoly Got by Standard Oil Co. of N. Y. | July 10 | 42C |
| Anderson, F. A., Speeded Eastward by Coast Friends | Sept. 11 | 35 |
| to Have Spencer Kellogg Office | Aug. 21 | 18 |
| Anglo-Persian Oil Co. in Macedonia | July 31 | 44 |
| Ships Much Oil | Nov. 27 | 43 |
| Aniline Trust of Russia Contemplates Expansion | Nov. 6 | 83 |
| Animal Oil Exports in July | Sept. 11 | 35 |
| August | Oct. 30 | 44C |
| September | Dec. 11 | 44G |
| October | Dec. 25 | 50 |
| Anthracene Oxidation | Sept. 11 | xvii |
| Antimonial Lead for Sale | Sept. 18 | 47 |
| Anti-Narcotic Activities Spread | Aug. 28 | 61 |
| Applications of Vapor Pressure Measurements | Sept. 11 | xvii |
| Argentine Flaxseed Duties | Aug. 14 | 35 |
| | Sept. 11 | 32 |
| | Oct. 9 | 37 |
| | Nov. 20 | 44G |
| | Dec. 11 | 35 |
| | Dec. 4 | 21 |
| Marketing Methods | Nov. 20 | 44H |
| Statistics | Nov. 13 | 43 |
| to Store Oil | Nov. 27 | 41 |
| Arkansas Gasoline Tax Kept Under Injunction | Nov. 2 | 21 |
| Armenia Said to Have Extensive Oil Fields | Oct. 2 | 20 |
| Army Seeks Data on Drug Supplies | Aug. 28 | 20 |
| Silent on Chemical Quest | Dec. 25 | 19 |
| to Sell Chemicals | Nov. 27 | 84 |
| Arnica Tincture Alcohol Denaturant to Be Recalled | Nov. 6 | 61 |
| Arsenic Investigation Not in Favor with F. T. C. | Dec. 11 | 19 |
| Producers and Consumers Form Committee to Study Supply | Dec. 18 | 19 |
| Reports to Senate Await Committee Findings | Dec. 25 | 70 |
| Shortage Admitted by Government Authorities | Dec. 18 | 71 |
| a Serious Reality | Nov. 27 | 21 |
| Concerns Experts | Nov. 27 | 46 |
| Situation Analyzed by Expert | Dec. 18 | 19 |
| Tariff Raises Agricultural Argument | July 31 | 70 |
| Aspegren, John, Buys Oil Mill | Oct. 23 | 51 |
| Aspirin Unfairness Charge Is Dropped | Nov. 20 | 20 |
| Assmann, F. A., Celebrates Jubilee as Can Manufacturer | Nov. 27 | 33 |
| Atteaux, F. E., Is Dined by Dye and Textile Men | Oct. 9 | 83 |
| Atkins Case Lost by Government | Nov. 27 | 41 |
| Atkinson, Edward S., Optimistic on Far East | Dec. 25 | 44H |
| Atwood, Lewis R., Addresses Paint Industry | Dec. 11 | 18 |
| Honored by Louisville Paint Club | Dec. 18 | 21 |
| Says Co-Operation Will Double Paint Sales | Nov. 13 | 44G |
| Australian Paint Maker Fined | Dec. 11 | 40B |
| Petroleum Imports | July 24 | 42C |


## B


| | Date. | Page. |
|---|---|---|
| Baker & Bro. to Handle German Potash in U. S. | Aug. 28 | 84 |
| Baltimore Formula Paint Passes Municipal Test | July 31 | 35 |
| Officials Accept U. S. Paints | Aug. 7 | 20 |
| Barbital Duty Revision Sought | Nov. 27 | 44G |
| Barbituric Acid Hypnotics | Sept. 11 | xxv |
| Barium Sulphate Duty Upheld | Oct. 2 | 40A |
| International Barnsdall Corp. Gets Russian Oil Concessions, Is Report | Sept. 4 | 44G |
| Russian Concession | Oct. 23 | 49 |
| Barrels with Rubber Lining | Aug. 21 | 35 |
| Barytes Found in Nevada | Sept. 11 | 20 |
| Basic Slag in Fertilizers | July 31 | 74 |
| Bedford, A. C., Heard by Exporters' Association | Oct. 30 | 19 |
| Belgium Has Oil Price War | Nov. 27 | 44A |
| Taxes Oil Imports | July 3 | 45 |
| Benzol Detection in Gasoline | Sept. 18 | 45 |
| in Rubbing Alcohol Protested by Chemists | Dec. 25 | 46 |
| Solution in Oils | Sept. 11 | xvii |
| Best Oil Co. Must Cease Imitating Vacuum Brands | July 24 | 43 |
| Bichromates in Wool Dyeing | Sept. 11 | xvii |
| Blackleg Vaccine Not Now Supplied by Government | Nov. 20 | 44H |
| Bleaching Powder from Canada Subject of Countervailing Duty | Dec. 18 | 70 |
| Blue Sky Bill Is Dormant | Sept. 11 | 70 |
| Opponents Plan Vigorous Fight | Oct. 9 | 18 |
| Supported | Dec. 11 | 51 |
| Bolivia Approves Transfer of Oil Lands to Standard | July 31 | 45 |
| Oil Activities Likely | Nov. 20 | 44A |
| Boll Weevil Abolitionists Would Stop Cotton Planting | Sept. 18 | 35 |
| Fight Progresses | Dec. 25 | 35 |
| in Texas to Meet Organized Opposition | Oct. 9 | 35 |
| Problem Discussed in Senate | Oct. 2 | 35 |
| Borax in Fertilizer | Aug. 28 | 84 |
| Boric Acid Not Fine Chemical | July 17 | 67 |
| Borneo Prospected for Oil | Oct. 9 | 43 |
| Borne-Scrymser Co. Gets in Stock Dividend Line | Oct. 30 | 51 |
| Bosch Co. Denies Deceit in Paint Sales | July 10 | 44 |
| Boston Paint Trade Has Freight Trouble | Sept. 18 | 30 |
| Turns to Oil Fuel | Aug. 28 | 46 |
| Wants Cheaper Freight | Oct. 9 | 18 |
| Brazil Ratifies Parcel Post | Nov. 6 | 79 |
| Britain Recognizes Right of U. S. Under Mandates | Nov. 13 | 21 |
| British Believed to Have Hold on Russian Oil Lands | July 24 | 42D |
| Chemical Trade | Sept. 11 | xvii |
| Chemists Show Their Wares in London | Aug. 28 | 86 |
| Color Users Urge Dyestuffs Reform | July 24 | 44 |
| Crude Oil Imports Rise | Oct. 9 | 41 |
| Dye Rulings | Sept. 11 | xxvii |
| Dyestuffs Corp. Being Sued by Edgar Levystein | Oct. 2 | 83 |
| Dyestuffs Meeting Brings Criticism of Board | July 10 | 67 |
| Firm Denies American Connections | Nov. 6 | 33 |
| Get Award for Cavite Naval Fuel Oil | July 3 | 42C |
| Influence Expected in Far-Eastern Oil Affairs | July 3 | 42C |
| Oil Firms' Output | Oct. 30 | 45 |
| | Nov. 27 | 43 |
| Paint Institute Planned | Oct. 2 | 48B |
| Petroleum Trade | July 24 | 42D |
| | Sept. 11 | 49 |
| | Nov. 6 | 47 |
| | Dec. 18 | 43 |
| Reparations Dyes Agency Has Been Changed | Oct. 2 | 83 |
| Saccharin Trade | July 10 | 20 |
| Brooklyn College of Pharmacy Purposes Expansion | Dec. 25 | 21 |
| Brooks, B. T., on Germany's Industrial Recovery | July 17 | 67 |
| Buckeye Pipeline Co. Protests Ohio Taxation | July 31 | 45 |
| Buffalo Paint Conference Aroused Enthusiasm | Dec. 25 | 44D |
| to Be Held December 16 | Nov. 6 | 49 |
| Building Trades Suits to Go to Trial Soon | Oct. 30 | 28 |
| Bulgaria as an Oil Market | Dec. 11 | 43 |
| Bunker "C" Fuel Oil Adapted to Navy Use | Dec. 18 | 44A |
| Burning Oils Shortage Not Considered Likely | Nov. 20 | 44C |
| Butterworth-Judson Stock Syndicate to Be Dissolved | July 17 | 67 |

| | Date. | Page. |
|---|---|---|
| **C** | | |
| Calcium Arsenate Articles Reprinted from the Reporter | Dec. 25 | 44E |
| Injures Cotton If Not Kept Right.. | Dec. 25 | 44E |
| Manufacture by State Proposed in Georgia | Nov. 27 | 46 |
| Offered to Georgia by Utah Firm.. | Dec. 4 | 19 |
| Prices Too Steep for Georgians.. | Nov. 20 | 61 |
| Supply Is Inadequate in Georgia. | July 17 | 66 |
| to Be made Direct from Scorodite Ore | Dec. 11 | 48A |
| California Oil Firms Join in Freight Case | Oct. 30 | 49 |
| Oil for Shipboard | Nov. 20 | 44C |
| Output Fell Off During June | July 31 | 45 |
| Paint Co Gets Drawback Allowance. | Aug. 28 | 21 |
| Petroleum Activities | Oct. 23 | 43 |
| Callahan Zinc-Lead Co. May Resume Zinc Mines | Sept. 18 | 2 |
| Calman, Henry L., Addresses Varnish Makers | Dec. 11 | 18 |
| Camphor Duty Advance Proposed Conditionally | Dec. 18 | 70 |
| Planting Abandoned in the U. S. | Oct. 2 | 48C |
| Canada Defers Margarin Ban | July 31 | 49 |
| Chemical Production Has Been Well Maintained | Nov. 20 | 44F |
| Flaxseed Statistics | Dec. 11 | 48A |
| Postal Conference Extends Service with U. S. | Dec. 25 | 49 |
| Candelilla Wax Industry of Mexico Has Possibilities | Oct. 9 | 61 |
| Caouchouc Admitted Free | July 24 | 47 |
| Capital Dome Is Painted | Sept. 4 | 44G |
| Carbon Black by Arc Process | Dec. 11 | 40B |
| Production Gained in 1921 Over 1919. | Oct. 23 | 18 |
| to Be Controlled in Louisiana | July 10 | 30 |
| Carpenter-Morton Club Meeting | Oct. 23 | 51 |
| Carver, Harry, Resigns from Farrand-Williams | Dec. 4 | 19 |
| Casein Priming Paint | Aug. 14 | 84 |
| Castoria Held Valid as a Trade-mark in Canada | July 17 | 55 |
| Cayenne, Cacao Butter and Cassia Oil Restandardized | Oct. 16 | 83 |
| Cat Creek Royalty Oil Brings $2.20 a Barrel | Dec. 18 | 44A |
| Cellulose Absorption of Salts | Sept. 11 | xviii |
| Determination | Sept. 11 | xviii |
| Census of Industries Ready in Few Weeks | July 24 | 82 |
| Chatfield, H. S., to Be Married | Oct. 9 | 18 |
| Chemcraft Co. Loses Penny Damages in Soda Ash Suit | Dec. 4 | 70 |
| Chemical Advisers Selected by Hoover to Work Out Plans for Co-operation | Sept. 4 | 19 |
| Catalogue Co. Publishes Book on Dyes | Aug. 28 | 83 |
| Conference Called | Oct. 9 | 51 |
| Control of Dyestuffs | Sept. 11 | xvii |
| Delegation Calls on President | July 17 | 19 |
| Development Prize of $25,000 Offered | Sept. 11 | xxv |
| Division U.S. Bureau of Foreign and Domestic Commerce Has Interesting Exhibit | Sept. 11 | xv |
| Has No Chief | Dec. 11 | 20 |
| Head Plans Trade Conference | Aug. 7 | 70 |
| Organized | Aug. 14 | 19 |
| Welcomed by Industry | Aug. 14 | 82 |
| Duties Studied by Tariff Commission | Dec. 4 | 33 |
| Earnings in the U.S. in 1920 | Oct. 2 | 49A |
| Exports Increase Rapidly | Oct. 9 | 51 |
| in Seven Months | Sept. 11 | xxv |
| (Heavy) in September | Dec. 11 | 48A |
| Exposition Alleged Not to Meet Industries Need | Nov. 13 | 19 |
| Expected to Break Records this Year | July 10 | 46 |
| Held | Sept. 18 | iii |
| Plans Go On | Nov. 20 | 44F |
| Program Has Been Partly Prepared | Aug. 14 | 70 |
| Support Asked by Advisory Board.. | Nov. 6 | 19 |
| Foundation Jury Called | Oct. 16 | 19 |
| Endorsed in Trades | July 17 | 19 |
| Files Answer in Government's Suit for Patents | Oct. 30 | 19 |
| Members May Escape Criminal Action | Sept. 11 | 19 |
| Patent Suit Alleges Conspiracy | Sept. 11 | 19 |
| Lags | Sept. 4 | 20 |
| Puzzles Dr. Parsons | Aug. 7 | 19 |
| Suit May Go Forward Shortly.. | Nov. 13 | 70 |
| Will Likely Be Opened This Week | July 31 | 19 |
| Probe May Go to New Grand Jury. | Oct. 9 | 19 |
| Off | Dec. 11 | 79 |
| Rodinal Suit Held Up by Court Order | Oct. 2 | 83 |
| Sues for Patent Rights | July 3 | 20 |
| Suit Against Harrison Dropped.. | Nov. 6 | 61 |
| Suit Not Dropped | Aug. 28 | 21 |
| Not Yet Ready for Filing | Aug. 7 | 19 |
| Put Over Thirty Days | Oct. 2 | 18 |
| Stayed | Nov. 27 | 83 |
| Taboo in Official Discussion | July 24 | 20 |
| to Be Heard Sept. 28 | Sept. 25 | 20 |
| to Be Sued for German Patents.. | July 10 | 19 |
| Items Claims Before U.S. Court | Nov. 20 | 70 |
| Laboratorian Wanted | Sept. 4 | 47 |
| Leaders Don't Like Tariff | Sept. 18 | 19 |
| Manufacturers Will Get Coal Supply. | Aug. 28 | 33 |
| Prospects in China | Dec. 11 | 40B |
| Situation Changes Slowly Abroad, Says Parsons | Aug. 7 | 19 |
| Statistics to Be Collected by C. R. DeLong | Oct. 23 | 70 |
| Tariff Aid Engaged | Dec. 11 | 21 |
| Chemistry Students Visit DuPont Co.'s Paint Works | Aug. 28 | 49 |
| Chemists Discuss Plans for a Legislative Organization | Sept. 25 | 84 |
| Chesapeake Fishers Quit | Dec. 11 | 44G |
| Chicle Duty Ruling | Sept. 11 | 61 |
| Chile a Good Market for Lubricating Oils | Oct. 2 | 44C |
| Exports Decline | July 31 | 70 |
| Government Wants Loan | Aug. 14 | 82 |
| Nitrate Industry Shows Marked Improvement | July 3 | 82 |
| Loses to Artificial Products | July 31 | 84 |
| Output Improves as Stocks Shrink.. | Sept. 4 | 70 |
| Production for Month of May | Aug. 14 | 74 |
| Tariff Favors U.S. Cottonseed Oil... | July 31 | 35 |
| China Imports More Chemicals | Nov. 20 | 44D |
| 1921 Oil Seeds Exports | Oct. 16 | 32 |
| Chlorine Plant for Canada | Oct. 30 | 84 |
| Chloroform from Army Surplus Seized. | July 3 | 21 |
| Search Recovers Deteriorated Stock.. | July 17 | 30 |
| Seized in New York | Sept. 18 | 33 |
| Citrate Prices Fixed in Italy | Nov. 6 | 20 |
| Citrus Soap Co. Denies Illegal Price Fixing | July 3 | 47 |
| Denies Price Policy Is Illegal | Nov. 13 | 19 |
| Civet Boom in Aden | Aug. 14 | 44C |
| Civilian Staff to Control Mobilization of Industries | Dec. 25 | 33 |
| Claims Before U.S. Court on Oil and Chemical Items | Nov. 20 | 70 |
| Clover Production in Madagascar | Aug. 14 | 44D |
| Coal Outlook Not Cheering | Aug. 28 | 82 |
| Tar Duty Cut | Oct. 2 | 83 |
| Coca-Cola Holding Co. | Oct. 23 | 83 |
| Codliver Oil Analyzed by British Scientists | Aug. 14 | 60 |
| Coke By-Product Output Slumped Badly Last Year | Nov. 6 | 50 |
| Plant for Mexico | July 3 | 46 |
| Colloid Milling of Paint | Aug. 14 | 30 |
| Oil Spray for Roads | Aug. 28 | 74 |
| Colorado Radium Plant Closed | Dec. 25 | 51 |
| Color Cases Dropped by F.T.C. | Oct. 30 | 83 |
| Concannon, C. C., Enters Federal Chemical Service | Aug. 28 | 21 |
| Congressional Minor Activities | Sept. 18 | 32 |
| Congress on Liquid Fuels | Sept. 4 | 44E |
| Consolidation of License Boards Discussed in Druggists' Circular.. | July 3 | 57 |
| Cook, Charles R., Addresses Paint Makers | Dec. 11 | 18 |
| Cooper, T. G., & Co., Is Twenty-Five Years Old | Sept. 11 | 70 |
| Copra Fumes Kill Workers | Sept. 18 | 32 |
| Corn Oil Hydrogenation | Aug. 14 | 33 |
| Products Co. Alleged to Monopolize Sirup Trade | Nov. 27 | 44F |
| Sirup and Starch Production Go Down in 1921 | Nov. 20 | 44F |
| Cosden-Shell Merger Talk Raises Warning in Congress | Sept. 25 | 45 |
| Cosmetic Demand in Turkey | July 24 | 66 |
| Exports in September | Dec. 4 | 61 |
| Cotton Linters Copper Numbers | Sept. 11 | xviii |
| Cottonseed Crushers of Georgia to Get Coal | Aug. 28 | 35 |
| Meal Freight Rate Cut | Nov. 6 | 35 |
| Mills Want Coal | Aug. 7 | 35 |
| Oil Exports Drop Far from May, 1921 | July 3 | 47 |
| Foots Dutiable at 10 Per Cent | Dec. 18 | 35 |
| Duty Rule | Nov. 27 | 35 |
| Pricing Looked Into by Mississippi.. | Sept. 4 | 33 |
| Statistics | July 24 | 35 |
| | Aug. 28 | 35 |
| | Sept. 25 | 35 |
| | Oct. 30 | 44C |
| | Nov. 27 | 35 |
| | Dec. 25 | 35 |
| Coty Perfumery Repackers Held to Infringe Trade-mark | July 10 | 43 |
| Coumarone Resin of Pale Color | Aug. 14 | 30 |
| Cox and Associates Get Stop Order on Stock Selling Plan | July 24 | 42D |
| Cracking of Unsaturated Hydrocarbons by Heat | Sept. 11 | xviii |
| Cresylic Acid Tariff Starts Strong Protest | Sept. 11 | 20 |
| Croll, P. R., Joins Staff of Pittsburgh Plate Glass Co. | Oct. 30 | 30 |
| Crounse, W. L., Sends Letter on New Prohibition Regulations | Aug. 21 | 20 |
| Crude Petroleum Daily Output | July 3 | 43 |
| | July 10 | 42C |
| | July 17 | 42J |
| | July 24 | 42D |
| | July 31 | 45 |
| | Aug. 7 | 45 |
| | Aug. 14 | 44A |
| | Aug. 21 | 47 |
| | Aug. 28 | 47 |
| | Sept. 4 | 44C |
| | Sept. 11 | 45 |
| | Sept. 18 | 45 |
| | Sept. 25 | 49 |
| | Oct. 2 | 43 |
| | Oct. 9 | 41 |
| | Oct. 16 | 41 |
| | Oct. 23 | 41 |
| | Oct. 30 | 43 |
| | Nov. 6 | 43 |
| | Nov. 13 | 44 |
| | Nov. 20 | 41 |
| | Nov. 27 | 41 |
| | Dec. 4 | 49 |
| | Dec. 11 | 47 |
| | Dec. 18 | 41 |
| | Dec. 25 | 43 |
| Crude Petroleum Output in June | July 31 | 44 |
| July | Sept. 4 | 43 |
| August | Oct. 2 | 44A |
| September | Oct. 30 | 49 |
| October | Nov. 27 | 44B |
| Cuba Demands Guaranty to Quality of Medicines | Aug. 28 | 61 |
| Products Remain Free Under Tariff Act | Dec. 25 | 44H |
| Customs Court Has Crowded Calendar. | Nov. 13 | 44H |
| Officials Seek Dye Rulings | Oct. 9 | 19 |
| Czecho-Slovakia Concessions Operated by Standard Oil Co. | Sept. 25 | 47 |
| Dye Makers Organize | July 31 | 86 |
| Trade in Fusel Oil | Oct. 2 | 48D |
| **D** | | |
| Dairymen Seek Filled Milk Ban | Oct. 30 | 50 |
| Dammar Standards Renewed | Oct. 16 | 47 |
| Danish Margarin Industry Is Constantly Expanding | July 17 | 421 |
| Daugherty, Attorney General, Action in Oil and Glass Cases Attacked | Dec. 11 | 20 |
| Favors Government Advisor in Activities of Trade Associations. | Oct 9 | 19 |
| DeLong, C. R., to Collect Chemical Statistics | Oct. 23 | 70 |
| Department of Commerce of U. S. Opens Philadelphia Office | Oct. 2 | 19 |
| of Labor of U. S. Is Optimistic | Aug. 14 | 33 |
| Statistics | Oct. 23 | 20 |
| of State of U. S. Denies Helping Standard Oil Co. | Dec. 4 | 19 |
| of the Treasury of U. S. Dye and Chemical Section Ceases Its Functions | Oct. 2 | 19 |
| DeSoto Paint Co. Ordered to Discontinue Rebating | Aug. 28 | 33 |
| Deterding, Sir Henry, Heads Shell Union | Nov. 13 | 43 |
| Devoe & Raynolds Holding a Series of Staff Meetings | Dec. 18 | 50 |
| DeVries, Judge Marion, Quits Customs Court | Nov. 6 | 18 |
| Dicyanine a Synthesis | Sept. 11 | xvii |
| Digitalis Chemistry | Sept. 11 | xxv |
| Dickson, F. S., Gets Reparation Dyes Job | Nov. 20 | 20 |
| Dispatch Petroleum Co. Promoters Charged with Misrepresentation | Dec. 11 | 49 |
| Distillation of Various Petroleums | Sept. 11 | xviii |
| Distillers Attack Methods of Enforcing Volstead Act | Aug. 7 | 35 |
| Dodd, Alvin E., to Address N. W. D. A. at Convention | Sept. 25 | 61 |
| Don-O-Lac Co. Charged with Shellac Deception | Oct. 30 | 35 |
| Defends American Shellac Name | Dec. 4 | 30 |
| Drawbacks Recently Allowed | Dec. 25 | 50 |
| Authorized on Medicines and Flavorings | Oct. 2 | 33 |
| Drug Branding Suggested to Include New Substances | Sept 11 | 61 |
| Club Golfers Enjoy Tee Jingles | Aug. 28 | 69 |
| Exports in September | Dec. 4 | 61 |
| Manufacture Advanced in Coal Priority Classes | Sept. 4 | 21 |
| Prices in 1830 | Aug. 28 | 61 |
| Trade Protests Prohibition Bond Demands | Oct. 30 | 33 |
| Protests Restraint on Alcohol | July 24 | 21 |
| Representatives Ask Revocation of T. D. 3342 | July 17 | 35 |
| Seeks Priority for Shipments of Medicinal Supplies | Aug 7 | 19 |
| Druggists Circular Answers Legal Questions | Aug. 21 | 84 |
| Treats Alcohol and Narcotic Problems | Sept. 18 | 48 |
| Drugs and Medicines Put in First Priority Class | Sept. 25 | 50 |
| "As Is" and Purity Standards | Nov. 13 | 19 |
| Are Investigated | Nov. 27 | 49 |
| Sold by Army in Doubt for Purity... | Nov. 6 | 61 |
| Drugs to Be Sold by Army | Nov. 20 | 61 |
| Will Not Be Sold "As Is" by Army | Dec. 25 | 46 |
| Drying Oil from Petroleum | July 24 | 42C |
| DuPont Co. Insures Employes Without Charge | July 31 | 70 |
| New White Enamel | Nov. 6 | 50 |
| to Increase Capital | Nov. 13 | 19 |
| Dye Absorption Spectra | Sept. 11 | xvii |
| and Chemical Census for Last Year Shows Decrease | Aug. 14 | 19 |
| Conference Called | Oct. 23 | 19 |
| Fails to Produce Harmony | Dec. 25 | 19 |
| Embargo's Chance Considered Very Slim | July 31 | 19 |
| Defeated in Senate | July 24 | 19 |
| Dropped by Conferees | Sept. 18 | 19 |
| Extension Is Likely | Sept. 4 | 21 |
| Fight Has Not Been Given Up | Aug. 14 | 20 |
| Under Fire in the Senate | July 17 | 21 |
| Outlook Considered Less Bright.. | July 10 | 18 |
| Importations Being Handled in Three Groups | Oct. 30 | 20 |
| Import Data May Be Available | Nov. 27 | 83 |
| Importers Would Like to Determine Basis of Valuation | Dec. 11 | 48A |
| Industry Will Continue Fight for Protective Import Restrictions | Oct. 16 | 19 |
| Makers to Act in Unity on Tariff... | Nov. 13 | 20 |
| Protection Plan of Senate Divides Opinions Among Chemists | Aug. 28 | 19 |
| Regulations to Be Subject of Conference | Dec. 18 | 84 |
| Rhythmic Bands | Sept. 11 | xvii |
| Special Advisory Committee | Oct. 23 | 19 |
| Spectral Factors Published by B. of S. | Oct. 16 | 45 |
| Standardization an Important Factor | Oct. 30 | 20 |
| Brings Tariff Experts to N. Y. | Nov. 6 | 19 |
| Is Proceeding Apace | Nov. 13 | 20 |
| Tariff Not Specially Provided for in Bill | Dec. 11 | 20 |
| Problem Is Not Yet Solved | Dec. 18 | 21 |
| Trade of China in 1921 | Aug. 21 | 44D |
| Valuation for Tariff Purposes Agitates Officials and the Trade. | Oct. 9 | 19 |
| Plan Has Been Approved | Nov. 6 | 19 |
| Offered by an Importer | Oct. 9 | 19 |
| Selected by New York Appraisers | Oct. 23 | 19 |
| Regulations Have Not Been Adopted | Oct. 23 | 19 |
| Dyestuffs Duty Reduced | Aug. 28 | 84 |
| Exports in May | Aug. 21 | 44D |
| June | Sept. 4 | 47 |
| July | Oct. 2 | 40A |
| August | Oct. 30 | 44C |
| September | Nov. 20 | 23 |
| October | Dec. 25 | 44E |
| Imports in June | Aug. 21 | 44D |
| July | Oct. 2 | 40A |
| August | Nov. 6 | 20 |
| September | Dec. 4 | 79 |
| Licensed for Import in June | July 17 | 421 |
| July | Aug. 14 | 44C |
| August | Sept. 18 | 48 |
| Dyes, American, Protected by High Duties | Aug. 21 | 21 |
| in the Senate | Sept. 18 | 19 |
| of the Dinitro-Malachite Green Series | Sept. 11 | xvii |
| **E** | | |
| Eagle-Picher Lead Co. Gets New Lease on Indian Lands | July 31 | 86 |
| Plans Plant Expansion | Sept. 11 | 20 |
| to Make Gasoline | July 17 | 42A |
| Effects of Temperature and Humidity on the Dimensions of Paper.. | Sept. 11 | xviii |
| Embargo on Imitations Sought by Drug Firms | July 31 | 20 |
| Emulsifying Agents' Physical and Chemical Properties | Sept. 11 | xvii |
| Essential Oil Output Fell Off Last Year | Oct. 30 | 33 |
| Ethylidine Aniline Drawback | Oct. 16 | 83 |
| Examination of C. O. D. Parcel Post Not Allowed | Aug. 14 | 33 |
| Explosives Specifications Passed | July 24 | 44 |
| Exporters' Association Hears A. C. Bedford and Dr. Klein | Oct. 30 | 19 |
| Express Delivery Authorized with Bill of Lading Withheld | July 10 | 44 |
| Express Rate Petition Denied | Nov. 20 | 30 |
| **F** | | |
| Failures in July | Aug. 7 | 20 |
| August | Sept. 11 | 18 |
| October | Nov. 13 | 44E |
| November | Dec. 11 | 79 |
| Second Quarter | July 10 | 18 |
| Week | Oct. 23 | 33 |
| Fall, Secretary, Answers Teapot Dome Critic | Sept. 18 | 70 |
| Holds Up Oil Contract of the U. S. Shipping Board | Aug. 28 | 47 |
| Questions Shell Oil Co. Lease Right. | Sept. 18 | 45 |
| Urges Petroleum Partnership for Government | Sept. 11 | 45 |
| Farmers Want Fertilizer Shipments Facilitated | Sept. 25 | 83 |
| Federal Budget Contemplates Oil and Chemical Research | Dec. 11 | 20 |
| Trade Commission Charges Dispatch Petroleum Co. Promoters with Misrepresentation | Dec. 11 | 49 |
| Doesn't Favor Arsenic Investigation | Dec. 11 | 19 |
| Drops Color Cases | Oct. 30 | 83 |
| Federal Trade Commission's Charges of Turpentine Deceit Denied by Clifford Smith | Oct. 23 | 30 |
| Orders Imperial Production Co. Promoters to Stop Stock Selling. | Dec. 4 | 45 |
| Questions Mid-American Oil Co.'s Stock Selling | Nov. 13 | 44A |
| Feldspar Output Improved with B. of M. Methods | Oct. 23 | 84 |
| Fertilizer Analyses Approved | Nov. 27 | 86 |
| Freight Ban Brings Trade Protests. | Aug. 7 | 84 |
| Industry to Get Cars | Sept. 11 | 20 |
| Interests Lose Suit for Losses in Barge Sinking | Nov. 13 | 35 |
| Makers Buy Sulphate | July 3 | 44A |
| to Oppose Increase in Fish Scrap Rates | July 10 | 21 |
| Want Cars | Sept. 4 | 19 |
| of Maryland Ask for Freight Priority | Aug. 28 | 84 |
| Materials Abroad | Nov. 6 | 51 |
| Mixers Discuss Plans to Reduce Expenses | Nov. 13 | 70 |
| Plans of Ford Approved by Senator Ladd | Dec. 25 | 45 |
| Production Big Part of Baltimore Industry | Dec. 11 | 48B |
| Standards Deferred | Dec. 25 | 44E |
| in China | Aug. 7 | 84 |
| in Georgia | July 3 | 44B |
| Was Applied to One-Third Cotton Acres | July 31 | 84 |
| Used to Cotton | Aug. 21 | 44C |
| Fieberger, Dr. Peter, to Supervise Standardization of Dyes | Nov. 6 | 19 |
| "Filled Milk" Inquired Into by Senate Subcommittee | Aug. 7 | 30 |
| Fire in Tanks Costs Gulf Oil Co. Million Dollars | Nov. 20 | 44H |
| Risk High in French Vegetable Oil Industry | Oct. 9 | 37 |
| Firms Law Over Drums | July 17 | 35 |
| Fishing Fleet in Lower Chesapeake.. | Aug. 21 | 44C |
| Meal Freight Rates Reduced to Sixth Class | Sept. 11 | 86 |
| Oil Data Being Collected by Bureau of Fisheries | Aug. 28 | 33 |
| Scrap Factors Present Arguments for Lower Rates | July 24 | 80 |
| Rates Won't Be Increased | Aug. 21 | 44C |
| Flavoring Extract Makers Urged to Support Dry Law | July 17 | 21 |
| Flax and Wheat Growing Studied | Oct. 2 | 48D |
| Grow Well in Combination | Aug. 28 | 82 |
| Idea Discussed | Dec. 25 | 21 |
| Production Greater than Last Year... | Aug. 14 | 33 |
| Flaxseed and Linseed Oil Duties Adopted as Recommended to Senate | July 17 | 42K |
| Crop Estimate Down a Bit for October | Oct. 16 | 32 |
| Crop Forecast | July 17 | 33 |
| Report Gives Encouragement | Sept. 18 | 32 |
| Floricin or Dericin Oil | July 24 | 46 |
| Florida Oil Sales in June | July 24 | 42A |
| Petroleum Sales | Aug. 28 | 46 |
| Fluorspar Resources Studied | Oct. 2 | 40A |
| Food and Drugs Act Rules Issued in Revised Form | Oct. 2 | 40A |
| Judgments | Aug. 14 | 44D |
| | Sept. 11 | xxvii |
| | Oct. 9 | 61 |
| | Nov. 20 | 44G |
| | Nov. 27 | 49 |
| | Dec. 11 | 45 |
| Ford Offer Supported by Six of Senate Subcommittee | Aug. 7 | 84 |
| Foreign Tariff Data | July 31 | 47 |
| Trade Council Forms Advisory Board | Dec. 4 | 33 |
| Trade Tips | Oct. 9 | 44B |
| Formaldehyde Made from Water | Aug. 14 | 44H |
| Formula Disclosure for Drugs Purposed in Bills in Georgia | July 24 | 47 |
| Fortmeyer, G. W., Has Spent 67 Years in White Lead | July 31 | 30 |
| Honored by New York Linseed Association | Dec. 18 | 33 |
| Foss, Walter D., Married | July 17 | 37 |
| Franklin, Dr. E. C., Heads American Chemical Society | Dec. 25 | 70 |
| French-American Trade | Aug. 14 | 33 |
| | Aug. 28 | 47 |
| | Oct. 9 | 61 |
| | Oct. 30 | 79 |
| | Dec. 18 | 51 |
| Aromatic Industry Grows | Nov. 27 | 49 |
| Chemical Industry | Oct. 23 | 20 |
| Fertilizer Market | Dec. 25 | 45 |
| Firm Wants to Handle U. S. Oil | Oct. 16 | 51 |
| German Potash Pact Believed Likely | Sept. 4 | 19 |
| is Still Under Consideration | Oct. 9 | 86 |
| Reported by a Darmstadt Bank.. | Nov. 6 | 51 |
| Imports of Petroleum | Aug. 7 | 44A |
| Pacific Fuel Station Will Handle California Oil | Sept. 18 | 45 |
| Petroleum Imports | July 10 | 42C |
| Trade | Sept. 11 | 46 |
| Potash Exports Gain | Oct. 2 | 84 |
| Retain Pechelbronn Oil Fields | Sept. 25 | 44 |
| Seek Potash Combine | Sept. 18 | 84 |
| Vegetable Oil Industry Has High Fire Risk | Oct. 9 | 37 |
| Freylinghuysen Tariff Idea Gains Adherents | July 24 | 21 |
| Fuel Oil Cost to Shipping Board | Nov. 27 | 43 |
| Bids to Shipping Board Point to Price Rise | Nov. 20 | 44C |
| Priority Ordered on Western Roads by I. C. C. | Sept. 4 | 49 |
| Supply Is Not Sufficient for Railroads | Nov. 20 | 44C |
| Tariff Protested by Shipping Men... | Aug. 21 | 47 |
| Fuller & Co. Warn Against Imposter | Oct. 30 | 44C |
| Fuller's Earth Decolorizing Efficiency | Sept. 11 | xvii |
| Fumigating Formula Designed by the Public Health Service | Nov. 13 | 35 |
| **G** | | |
| Garvan, Francis P., Connects Act with Germans' Visit | July 10 | 19 |
| Gas Chemistry Down to Date | Nov. 20 | 79 |
| Machine for Sale | July 3 | 43 |
| Suits in Supreme Court | Nov. 20 | 41 |
| Tanks for Sale | Nov. 13 | 30 |
| Gasoline Alone Showed Stock Increase in June | July 17 | 42D |
| and Kerosene on Priority Basis | Aug. 14 | 44A |
| Refining with Hypochlorite | Sept. 11 | xviii |
| Companies Cut Surplus in May | July 17 | 42D |
| Cut | Nov. 20 | 2 |
| Cut Again | Nov. 6 | 2 |
| Down, Kerosene Up | Nov. 13 | 2 |
| Export Price Up a Cent | Sept. 18 | 2 |
| Fumes Health Hazard | Oct. 9 | 43 |
| Gum Due to Oxidization | Oct. 9 | 49 |
| Lower in New York | Dec. 18 | 20 |
| Measure Short at Stations in Columbus | Sept. 25 | 45 |
| More Cuts | Aug. 7 | 2 |
| Opportunities at Brest | Nov. 6 | 46 |
| Output in July | Sept. 25 | 46 |
| Plant for Tampico | July 31 | 45 |
| Probe Data Gathered | July 31 | 46 |
| Expands | July 24 | 43 |
| Opens Monday | Aug. 7 | 45 |
| Production in June | Aug. 28 | 46 |
| August | Oct. 16 | 47 |
| September | Nov. 20 | 44A |
| October | Dec. 18 | 43 |
| Saved on Government Trucks | Sept. 11 | xvii |
| Stations Allowed in New Orleans Residence Zones | Aug. 28 | 45 |
| Stocks Low on Motor Car Basis | July 31 | 45 |
| Synthesis Claimed | Nov. 6 | 46 |
| Tax Advocated as Source of Road Funds | Aug. 7 | 44A |
| Bill Drafted for District of Columbia | Dec. 4 | 43 |
| Favored by Washington Motorists.. | July 31 | 45 |
| Interests Western State Governors. | Oct. 6 | 43 |
| Proposed in Kansas City Council... | Dec. 18 | 49 |
| Upheld by Florida Supreme Court. | Aug. 28 | 46 |
| Trade in Far East on Boom | Aug. 21 | 47 |
| Geology Lectures at New York University | July 24 | 44 |
| Georgia Collects Oil Fees | July 3 | 42D |
| German Claims Bill Sleeps | Sept. 25 | 74 |
| Commission Is Completed in Personnel | Oct. 2 | 20 |
| Payment May Lead to Conference. | Nov. 20 | 20 |
| Dyes Trees | Sept. 11 | xv |
| Dye Works Are Running at Full Blast | Sept. 18 | 20 |
| Fish Meal Industry Inadequate to Consumption | Aug. 28 | 84 |
| Foreign Trade in First Half of 1922.. | Oct. 23 | 20 |
| in Oil | Aug. 7 | 46 |
| in Paints, Oils and Dyes | July 31 | 50 |
| Industries Improve | Oct. 2 | 40A |
| Market Not Promising | Dec. 11 | 44E |
| Nitrogen Progress Alarms British Scientist | Sept. 18 | 84 |
| Oil Crushing in Slump | Aug. 14 | 33 |
| Patents a Moot Point in Return of Alien Property | Dec. 25 | 83 |
| Potash Prices Go Up | Nov. 20 | 33 |
| Prices Soar | Dec. 18 | 86 |
| to Be Announced | Oct. 23 | 2 |
| Up | Oct. 30 | 86 |
| Production Has Been Heavy This Year | Oct. 30 | 50 |

| | Date. | Page. |
|---|---|---|
| German Property Return May Be Sued for in 1923 | Dec. 11 | 51 |
| Recovery of Chemical Control Feared | July 17 | 19 |
| Sulphuric Acid Prices | Dec. 11 | 70 |
| Germans Deny Potash Combine | Sept. 25 | 81 |
| Faking Drugs | Oct. 2 | 18 |
| Get Russian Grant | July 31 | 46 |
| Buying U.S. Caustic Soda | Aug. 28 | 83 |
| Name Delegate for Discussion of Claims | Sept. 11 | 19 |
| Germicidal Assays of Colloidal Silver | Sept. 11 | xxv |
| Gilpin, Langdon & Co. Move Into New Quarters | Oct. 2 | 40A |
| Ginseng Duty Ruling | Nov. 20 | 61 |
| Glass Men Plead Not Guilty | July 17 | 30 |
| Production Fell Off in 1921 | Nov. 29 | 44H |
| Sand Duty Protested | Dec. 18 | 33 |
| Suit to Go to Trial | July 3 | 35 |
| Glidden Co. Explains Price Rise | Dec. 4 | 33 |
| President Tells of Reducing Costs | Oct. 30 | 44C |
| Glycerin by Synthesis | Aug. 14 | 44D |
| Exports in May | Aug. 7 | 19 |
| June | Sept. 4 | 48B |
| July | Oct. 9 | 61 |
| August | Nov. 13 | 44H |
| September | Dec. 4 | 61 |
| October | Dec. 25 | 46 |
| Government Control of Oil Industry Urged by Volstead | Sept. 25 | 49 |
| Power at Sea Involved in Criminal Case | Oct. 23 | 48 |
| Grain Futures Act in Effect | Oct. 6 | 44G |
| Suit Stayed | Dec. 11 | 35 |
| Grape Marc as a Fertilizer | Nov. 27 | 82 |
| Grasselli Chemical Co. Starts Pigment Division | Oct. 9 | 30 |
| Medal Presented at Industrial Chemists' Meeting | Oct. 23 | 29 |
| Gray, William S., Jr., Married | Oct. 23 | 19 |
| Guano Claims Cost Peru $125,000 | Oct. 30 | 86 |
| Guide for Buyers in Britain | Nov. 6 | 45 |
| Gulf Oil Co. Loses Million Dollars in Fire in Tanks | Nov. 20 | 44H |
| Gustafson, Fred A., Joins Gustafson & Spencer, Inc. | Aug. 28 | 86 |
| Gypsum Makers Agree That They Will Not Fix Prices | Dec. 25 | 70 |


## H


| | Date. | Page. |
|---|---|---|
| Hamerschlag, Dr., Resigns from Carnegie Institute | July 10 | 44 |
| Hardehed Soya Bean Oil Duty | Sept. 25 | 37 |
| Harrigan, E. C., Still Hopes for Bounty | Aug. 14 | 21 |
| Haynes, Commissioner, Explains Pride in Results | Nov. 27 | 20 |
| Removal Asked by Congressman | Aug. 28 | 61 |
| Heartwood and Sapwood Chemistry | Sept. 11 | xviii |
| Helium Conservation Bill Favored Before Congress | Dec. 11 | 41 |
| Operator Wanted | Sept. 18 | 45 |
| Production to Be Expedited by Government | Oct. 23 | 48 |
| Recovery Improved | Nov. 6 | 47 |
| Helping the Painter to Help Himself | Sept. 18 | 47 |
| Herty, Dr. Charles H., Back from Hunt | Nov. 6 | 79 |
| Calls Tariff Blow to Dye Trade | Sept. 25 | 18 |
| Expects Good from Tariff Fight | Aug. 28 | 19 |
| Makes Suggestions to Chemical Division | Oct. 23 | 70 |
| Sees Doom of Dye Industry | Sept. 18 | 20 |
| Hessig-Ellis Drug Co. Succeeds Bond Drug Co. | July 3 | 57 |
| Hexalin in Soap Making | Sept. 4 | 47 |
| Heyden Chemical Co. Elects New Officers | July 3 | 57 |
| Hinch Ordered to Cease Using Word "Government" | July 17 | 28 |
| Holland Now Exports Oils | Dec. 11 | 44G |
| Honduras Petroleum Market | July 10 | 42C |
| Honest Business a Christian Service | Oct. 9 | 20 |
| Hoover, Secretary Herbert, Advocates Trade Co-operation | Dec. 4 | 19 |
| Not Likely to Represent U.S. Abroad | Sept. 4 | 47 |
| Selects Chemical Advisers to Work Out Plans for Co-operation | Sept. 4 | 19 |
| to Speak at Chemical Salesmen's Dinner | Aug. 21 | 44A |
| Hopkins, J. L., Is Better | Dec. 25 | 49 |
| Horgan, George V., Back from Western Trip | Aug. 14 | 21 |
| Hoshi, H., Visiting America | Oct. 9 | 60 |
| "Hospital Buyer," New Periodical, Covers Hospital Supplies Field | Sept. 18 | 48 |
| House Organ Information Wanted by A. Ph. A. | Oct. 9 | 61 |
| How and Why Matter Flows | Oct. 2 | 40A |
| to Recall a Letter | Sept. 11 | 84 |
| Hudnut Corp. Charged with Illegal Price Fixing | Nov. 13 | 19 |
| Hungarian Petroleum Trade | July 24 | 42C |


## I


| | Date. | Page. |
|---|---|---|
| Imperial Production Co. Promoters Ordered to Stop Stock Selling | Dec. 4 | 45 |
| Impostor Claims Backing of McPhee & McGinnity Co. | Sept. 18 | 20 |
| Income Tax Reduction Allowed on Depletion | Sept. 4 | 43 |
| Independent Marketers Not Seeking Standard Contract | July 17 | 42A |
| Indiana Oil Inspection Upheld | Nov. 20 | 43 |
| Indian Oil Land Leases to Be Auctioned July 18 | July 10 | 42D |
| Indigo Stocks in London | Aug. 21 | 2 |
| Industrial Safety Congress Opens August 28 in Detroit | Aug. 7 | 35 |
| Insulated Tank Car Has Many Advantages | July 24 | 42C |
| Interchangeable Mileage Books Required by Law | Sept. 4 | 21 |
| International Agreement Sought as to Turkish Oil | Nov. 6 | 47 |
| Commerce Meeting Will Attract Many from America | July 10 | 44 |
| Congresses Are to Be Revived | Aug. 21 | 43 |
| Congress on Liquid Fuel Announces Its Program | Sept. 11 | 46 |
| Money Order Rates Are Being Reduced | Oct. 16 | 33 |
| Oil Meet Hinted | Oct. 16 | 47 |
| Interstate Commerce Commission Orders Fuel Oil Priority on Western Roads | Sept. 4 | 49 |
| Requests Better Handling of Tank Cars | Aug. 28 | 47 |
| Suspends Oil Rates | Sept. 25 | 46 |
| Upholds Oil Rates from the Pacific Coast as Just and Reasonable | Sept. 4 | 83 |
| Iron Drums Dutiable | Nov. 27 | 84 |
| Duty Upheld | Sept. 4 | 51 |
| Island Oil Co. Stockholders Plan Protective Committee | July 24 | 42C |
| Isopropyl Alcohol Made Edible | July 31 | 60 |
| Italian Oil League Planned | July 3 | 42D |
| Perfumers Unite | July 10 | 16 |
| Italy Raises Dye Embargo | Nov. 6 | 19 |


## J


| | Date. | Page. |
|---|---|---|
| Japanese Capitalists Get Oil Concession in Texas | Sept. 11 | 46 |
| Deny They Oppose Sinclair Co. | Nov. 20 | 43 |
| Dye Industry Not Likely to Get an Embargo | Aug. 14 | 21 |
| Japanese Exporting More Camphor, Less Menthol | Oct. 9 | 61 |
| Oil Price War Centers Around Gasoline | July 10 | 42D |
| Involves Foreign Firms | July 17 | 42D |
| Petroleum Interests Unite to Resist Foreign Firms | July 31 | 45 |
| Jennings, R. C., Succeeds T. R. L. Loud in N. Y. Q. | Aug. 28 | 61 |
| Jugo-Slavia Restricts Serums | Aug. 14 | 61 |


## K


| | Date. | Page. |
|---|---|---|
| Kahn, Alfred G., Sketch and Picture | July 3 | 33 |
| Kansas City Petroleum Trade Benefited by Fuel Oil Boom | Aug. 28 | 43 |
| Kansas Industrial Court to Probe Oil Production | Aug. 28 | 47 |
| Officials Seek to Tax Oil in Pipeline Tanks | Nov. 6 | 44C |
| Kaolin Deposit in Nevada Found to Be Magnesite | Aug. 14 | 33 |
| Surveyed | Oct. 2 | 86 |
| Kasebier-Chatfield Plant Damaged Severely by Fire | Nov. 6 | 49 |
| Kauri Grader Suggested | Nov. 20 | 61 |
| Kerosene for Snakebite | Oct. 16 | 41 |
| Up, Gasoline Down | Nov. 13 | 2 |
| Klein, Dr. Julius, Heard by Exporters' Association | Oct. 30 | 19 |


## L


| | Date. | Page. |
|---|---|---|
| Laboratory Apparatus Standard Specifications | Oct. 23 | 20 |
| Land Compound Exports in May | July 17 | 42I |
| June | Aug. 28 | 33 |
| July | Oct. 2 | 48A |
| August | Oct. 30 | 44C |
| September | Dec. 11 | 44E |
| October | Dec. 25 | 50 |
| Lead and Zinc in the West | Aug. 14 | 44E |
| Land to Let | July 3 | 35 |
| Oxides Advance Slightly | Oct. 9 | 2 |
| Paint Regulations Adopted in England | Aug. 21 | 20 |
| Poisoning Is Rare Among Australian Miners | Sept. 11 | 20 |
| Refined Slumped | Dec. 4 | 30 |
| Leadoil Co. Assets to Be Sold | Oct. 23 | 86 |
| League of Nations Holds Serum Conference | Dec. 25 | 35 |
| Lease Receipts May Be Split | July 3 | 42D |
| Lehn & Fink, Inc., Open New Branch in New Orleans | Oct. 30 | 61 |
| Chicago Office | Oct. 23 | 60 |
| Salesmen Have Annual Meeting | Aug. 28 | 60 |
| Lignocelluloses Gelatinisations | Sept. 11 | xviii |
| Lime Output Down Last Year | Dec. 25 | 69 |
| Lincola, C. J., Co., Almost 90 Years Old | Oct. 23 | 60 |
| Linseed Oil Case Advanced | Dec. 11 | 40B |
| Imports in June | Aug. 21 | 44D |
| August | Oct. 23 | 33 |
| September | Nov. 27 | 33 |
| May Get Special Duty | July 17 | 20 |
| Import Rules Issued | Oct. 9 | 69 |
| Imputation Arouses Druggists | Dec. 4 | 19 |
| Is Not Mailable | Sept. 18 | 70 |
| Lithopone That Is Lightproof | Aug. 14 | 44E |
| London Castoreum Auction | Dec. 25 | 46 |
| Drug and Oil Statistics | July 24 | 47 |
| | Sept. 18 | 33 |
| | Oct. 30 | 33 |
| | Nov. 20 | 61 |
| | Dec. 25 | 44E |
| Auction | July 31 | 70 |
| | Oct. 30 | 33 |
| Essential Oil Market | Aug. 14 | 44D |
| Indigo Stocks | Nov. 20 | 70 |
| Varnish Gum Auction | Aug. 28 | 86 |
| | Oct. 16 | 19 |
| | Nov. 6 | 50 |
| | Dec. 18 | 50 |
| Louisiana Levies a 3 Per Cent. Tax on Oil | July 10 | 42D |
| Natural Gas Line Project Deferred | July 24 | 42D |
| Petroleum Interests Oppose Cut in Railroad Rates | Nov. 13 | 44A |
| Louisville Chemical Co. Expands | Oct. 30 | 61 |
| Officials Start After Short Measure Pumps | Sept. 11 | 46 |
| Lubricant and Asphaltic Hydrocarbons in Petroleum | Sept. 11 | xviii |
| and Paint Oils in Good Demand in Wales | July 3 | 43 |
| Specifications Discussed for Simplicity | Nov. 27 | 44B |
| Standards Sought by Automotive Men | Sept. 18 | 45 |
| Lucas, John, & Co., Elects Trigg President | Sept. 11 | 33 |


## Mc


| | Date. | Page. |
|---|---|---|
| McDonald, J. D., Joins Aetna Varnish Co. | Dec. 25 | 44D |
| McKenzie, Malcolm, Found Oriental Trade Depressed | Oct. 9 | 60 |
| McQuade & Co. Charged with Misbranding Paints | Nov. 20 | 44H |


## M


| | Date. | Page. |
|---|---|---|
| Macedonia Does Not Contain Much Oil | Aug. 14 | 44A |
| Magnus, Mabee & Reynard Has Salesmen's Meeting | Dec. 25 | 84 |
| Mail Delayed 21 Years | Nov. 20 | 44H |
| Mallinckrodt Reagent Tests | Oct. 9 | 60 |
| Manchurians Losing Oil Markets | Aug. 14 | 35 |
| Manganese Activities in Brazil | Sept. 11 | xv |
| Manila Plans Industrial Fair | Dec. 25 | 35 |
| Mannose from White Spruce Cellulose | Sept. 11 | xviii |
| Maps for Business Man | Nov. 13 | 35 |
| Marden, Orth & Hastings Co. Receivers Seek Terminating Order | July 10 | 32 |
| Margarin and Cleansers Wanted by Government | Sept. 25 | 37 |
| from Grapeseed Oil | July 24 | 35 |
| Production in May | July 17 | 37 |
| Charges Dropped | Nov. 13 | 35 |
| Regulation Changes Held for Trade Suggestions | Sept. 25 | 37 |
| Being Changed | Dec. 4 | 84 |
| to Be Discussed | Nov. 20 | 44H |
| Marjoram Sophistication Attacked | Nov. 6 | 20 |
| Marks, Marcus M., Found Pessimism in European Outlook | Aug. 7 | 35 |
| Writes Letter to Law Makers | Aug. 21 | 27 |
| Martin, G. A., Heads Sherwin-Williams | Nov. 20 | 21 |
| Master Painters' Opportunity That Constitutes Trade Need | Aug. 28 | 49 |
| Maston, W. E., Sketch and Picture | July 3 | 40B |
| Matlack, S. R., Visits Philadelphia Salesmen | Oct. 23 | 30 |
| Medicinal Fakes Barred by P. O. Fraud Orders | July 31 | 61 |
| Medicine Makers Granted Coal Priority | Aug. 14 | 60 |
| Mellon Institute Tests Acetone as a Solvent | Sept. 4 | 47 |
| Melting Tests for Waxes | Aug. 7 | 47 |
| Menhaden Oil: From Ocean to User | Oct. 23 | 21 |
| in Maine Waters | Aug. 21 | 44C |
| Mennen Co. Case Argued on Appeal from Trade Commission's Finding | Oct. 23 | 20 |
| Menthol Users Ask Reduction in Duty | Nov. 13 | 20 |
| Merck German Plant Burns | Sept. 18 | 21 |
| Mercuric Wood Preservative | July 31 | 51 |
| Mesopotamian Notes Are Again in Order | Nov. 6 | 18 |
| Oil Situation May Unite American Interests | Dec. 25 | 43 |
| Question Appears to Be Settled | July 24 | 42D |
| Rights Open to Americans | Oct. 30 | 48 |
| Pact Planned | Nov. 13 | 43 |
| Metal Cyanides from the Air | July 17 | 66 |
| Methoxyl Distribution in the Products of the Soda Cook of Jack Pine | Sept. 11 | xviii |
| Metric System Favored | Aug. 14 | 33 |
| Metz, H. A., Says German Chemical Situation in General is Bad | Sept. 18 | 70 |
| Mexican Affairs Brighten | Nov. 20 | 44C |
| "Banditry" Causes Concern in Official Circles | July 3 | 47 |
| Bandit Victim Arrested for Complicity | July 10 | 42D |
| Candelilla Wax Industry Has Possibilities | Oct. 9 | 61 |
| Constitution Not Retroactive in Article 27 | July 10 | 45 |
| Curtailment Plan Called Off by Gulf Co. | July 31 | 45 |
| Decisions Regarding Oil Leases | Aug. 14 | 44C |
| Exports to U.S. | Oct. 30 | 79 |
| Financial Plan Satisfactory to U.S. | Sept. 11 | 45 |
| Government Rules Against State Tax on Oil | Oct. 9 | 43 |
| Oil Bill on File | Dec. 25 | 44B |
| Conferences Have No Definite Result | July 10 | 45 |
| Exports Increase | Oct. 23 | 47 |
| in June | Aug. 7 | 44H |
| Tax Cut 60 Per Cent | Aug. 28 | 47 |
| Tax Rates | Sept. 4 | 44D |
| Operations Cover But 62,175 Acres | July 24 | 42A |
| Situation Threatens Huge Losses | Sept. 11 | 45 |
| Status Upset for a Moment | Nov. 27 | 44A |
| Output Declines | Oct. 16 | 41 |
| Operators Agree to Cut Output at Toteco | July 17 | 42D |
| Outlook Still a Matter of Conjecture | July 24 | 43 |
| Output Tax Revised | Oct. 30 | 44 |
| Paint Market Slumps | Oct. 2 | 48A |
| Petroleum Co. to Be Absorbed by Pan-American | Oct. 30 | 41 |
| Exports | Dec. 18 | 43 |
| President Signs Pact | Oct. 2 | 49 |
| Proposals Held Up | July 31 | 45 |
| State and Federal Authorities Differ on Tax | Oct. 2 | 49 |
| Wells Decreased to One-Third in Number | Sept. 11 | 46 |
| Wells Go to Water | July 10 | 42D |
| Mexico's New Oil Measure Believed to Be Inadequate | Dec. 18 | 44A |
| Mexico to Conserve Well Gas | Dec. 11 | 41 |
| Meyers Bros. Drug Co. Celebrates 70th Anniversary | Sept. 11 | 61 |
| Mid-American Oil & Refining Co.'s Stock Selling Questioned by F.T.C. | Nov. 13 | 44A |
| Midcontinent Oil Rates Given Proportional Cut | July 17 | 42B |
| Midwest Refining Co. Continues Taking S. O. Salt Creek Crude | July 3 | 43 |
| Millspaugh May Become Persian Financial Aid | July 24 | 43 |
| Mineral Deposits Sought | Oct. 23 | 45 |
| in South to Be Developed | Sept. 18 | 51 |
| Mining on Public Lands Regulated by the Government | Aug. 28 | 86 |
| Mint Conditions in Michigan | Aug. 7 | 70 |
| Mississippi Looks Into Pricing of Cottonseed | Sept. 4 | 33 |
| Mobile Interests Want Oil Freight Rates Changed | Nov. 6 | 43 |
| Montana Carbon Black Law Declared Unconstitutional | July 17 | 35 |
| New Oil Field | Sept. 11 | 46 |
| Morgenstern & Co. Lose Digalen Case on Appeal | Oct. 30 | 19 |
| Motor Gasoline Has Improved in Volatility | Aug. 28 | 46 |
| Oil for Fords | Aug. 28 | 47 |
| for Postal Scales | Dec. 4 | 45 |
| Moore, Benjamin, St. Louis Plant Fire | July 17 | 30 |
| Moxley, G. Barret, Chosen to Head Kiefer-Stewart Co. | Nov. 20 | 83 |
| Mulford Exploration Gifts Go to National Museum | July 17 | 33 |
| Murdock Heads Trade Board | Dec. 11 | 19 |
| Muscle Shoals Bill Progresses | July 3 | 44B |
| Development Is Disapproved by Senate | July 24 | 80 |
| Fight Taken Up by Farmers | Oct. 16 | 19 |
| Leasing at $1 a Year Proposed | Oct. 2 | 84 |
| Operation by U.S. Provided For in Bill | Dec. 11 | 83 |
| Projects Seem to Be in Deadlock | July 10 | 63 |
| Work to Be Resumed Soon by Government | Sept. 4 | 70 |
| Mutual Oil Co. Forced to Stop Drilling at Teapot Dome | Aug. 14 | 44A |


## N


| | Date. | Page. |
|---|---|---|
| Naphthalene Admitted Free | July 24 | 79 |
| | Sept. 25 | 83 |
| Market at Aden | July 24 | 44 |
| Vapor Pressures and Latent Heat | Sept. 11 | xvii |
| Narcotic Conference of Nations Proposed | Oct. 9 | 21 |
| Evil Lessens | Nov. 6 | 20 |
| Export Control More Stringent in U. S. | Dec. 4 | 61 |
| Law Abuses Charged by Representative Volk | July 24 | 30 |
| Law Activities Grow | Dec. 11 | 49 |
| Bond Given to Permit Ships to Sail | July 17 | 55 |
| Cannot Hold Shipping Board Vessel | July 3 | 57 |
| Conferees Draft Model for States | Nov. 13 | 30 |
| Enforcement Placed with Separate Unit | Oct. 16 | 19 |
| Interpretations Summarized by U. S. Bureau | Aug. 14 | 61 |
| Regulations | Oct. 23 | 19 |
| Effective as of Oct. 15 | Nov. 27 | 44F |
| Limit Entry Ports | Nov. 20 | 19 |
| May Be Further Revised | Oct. 16 | 19 |
| Signed | Nov. 13 | 35 |
| Will Be Revised Shortly | Oct. 2 | 40B |
| T. D. 3342 Not Effective Until October | July 24 | 30 |
| Order Forms Stolen | Nov. 6 | 61 |
| Record Ruling Postponed | Oct. 2 | 40B |
| Returns Need Not Be Duplicated After September 1 | Aug. 28 | 61 |
| Seizure Brings Ship Company Big Fine | Dec. 4 | 61 |
| Situation Reported to Genoa | July 10 | 20 |
| Narcotics Under Manufacture Not Reportable Till August | July 10 | 44 |
| National Lead Co. Argues for Dismissal of F. T. C. Charge | Oct. 2 | 20 |
| Charged with Fixing Prices by F. T. C. | Aug. 7 | 33 |
| Gets Tin Mine | Sept. 25 | 84 |
| Has Sales Meeting at Cincinnati | Dec. 25 | 30 |
| Makes Changes in Official Personnel | July 31 | 30 |
| New Assistant Manager of the | Aug. 7 | 19 |
| Sales Managers Discuss Next Year's Campaign | Nov. 13 | 33 |
| National Safety Council's New Officers | Sept. 18 | 84 |
| Natural Gas Conservation Promoted by Smithsonian | Oct. 30 | 49 |
| Found in France | Aug. 28 | 45 |
| in 1920 | July 24 | 42C |
| Naval Experts Favor Oil Fuel | Dec. 25 | 44A |
| Stores Bill Drafted | Aug. 28 | 21 |
| Data Published | Nov. 6 | 30 |
| Exports in April | July 17 | 42J |
| May | Aug. 14 | 30 |
| June | Sept. 4 | 30 |
| August | Oct. 23 | 30 |
| September | Nov. 27 | 84 |
| October | Dec. 25 | 44D |
| Firms to Combine for Export | Oct. 16 | 30 |
| Men to Meet | Aug. 14 | 84 |
| Output 1921-22 | Oct. 30 | 30 |
| Navy Asks for Bids on Fuel Oils for Eastern Stations | Nov. 6 | 46 |
| Calls for Bunker Fuel Oil | Sept. 25 | 46 |
| Oil Bids Postponed | Nov. 20 | 41 |
| Bill to Be $12,000,000 Next Year | Dec. 18 | 44F |
| Wants Petroleum Oils for Stations on West Coast | Nov. 13 | 41 |
| Near East Oil Prospects Good | Dec. 4 | 43 |
| Problems Involve American Oil Opportunities | Oct. 2 | 45 |
| New Auto Crane Designed | Aug. 28 | 49 |
| New England Oil Co. Has Receiver | July 17 | 45 |
| Receivers Named | July 24 | 42D |
| New Idria Quicksilver Mining Co. Claims to Be Paid | Nov. 13 | 44C |
| New Jersey Paint Dealers Start State Organization | July 17 | 42J |
| New Mexico Has Oil Field | Oct. 9 | 43 |
| Leases Popular | Dec. 11 | 43 |
| New Orleans Goes After Coconut Oil Importation | July 3 | 47 |
| Oil Shipments | July 24 | 42D |
| New York Appraisers Have Dye Valuation Plan | Oct. 23 | 19 |
| Centenarian Firms | Dec. 4 | 30 |
| Vegetable Oil Men Protest Coast Freight Cut | Oct. 16 | 32 |
| New Zealand Oil Imports | July 31 | 45 |
| Nicholas, L. V., on Marketing Practices | July 3 | 45 |
| Nieser, G. W., Enters New Ohio Paint Jobbing Firm | Dec. 25 | 44D |
| Nirvanol Series Hypnotics | Sept. 11 | xxv |
| Nitrate of Soda Bidders Offer Government $18 to $52 | Dec. 25 | 84 |
| Deposits in California | Oct. 23 | 86 |
| Lost in Barge Fire | Aug. 14 | 74 |
| Sold by Army at an Average of $45.34 | Oct. 9 | 86 |
| to Be Sold by Government September 29 | Sept. 18 | 84 |
| Nitric Acid Made from Air in British Columbia Plant | Nov. 6 | 18 |
| Nitrogen Fixation for Egypt | Sept. 18 | 84 |
| to Be Built in Ontario | Aug. 28 | 84 |
| North American Consolidated Absorbs Two Other Oil Firms | Sept. 4 | 44D |
| Norwegian Nitrogen Products Corp. | Oct. 23 | 49 |


## O


| | Date. | Page. |
|---|---|---|
| Obregon Decision Respecting Article 27 Unconfirmed | Oct. 2 | 44A |
| Occidental Oil Corpn. Promoters Cited for Stock Selling | Dec. 18 | 44A |
| Ohio Oil Co. Pans Large Stock Dividend | Oct. 23 | 50 |
| Oil and Gas Permits Granted | Aug. 21 | 49 |
| Royalties Add $8,000,000 to U. S. Revenue | Sept. 25 | 46 |
| Bring U. S. $5,000,000 | July 3 | 44 |
| Net Government Over Half Million in July | Sept. 4 | 44D |
| Cake Exports in May | July 3 | 35 |
| June | Aug. 21 | 44D |
| July | Sept. 11 | 32 |
| August | Oct. 23 | 51 |
| September | Dec. 11 | 44G |
| Chemistry in Germany | Nov. 20 | 33 |
| Division Established by Dept. of Commerce | July 10 | 42D |
| Drilling Stopped on Osage Indian Land | Oct. 23 | 48 |
| Duty Defeated by Overwhelming Vote | Aug. 21 | 19 |
| Field Maps for Sale | Oct. 16 | 83 |
| Fields of North Central Texas Are Not Exhausted | Sept. 25 | 46 |
| Fuel Gains in Favor | July 31 | 45 |
| Hardening Catalysts | July 24 | 35 |
| Items Claims Before U. S. Court | Nov. 20 | 70 |
| Lease Actions in November | Dec. 25 | 43 |
| Applications | Oct. 23 | 49 |
| Cases Increase | Oct. 2 | 45 |
| Probe Seems Left to Secretary Fall | Dec. 25 | 43 |
| Sought | Nov. 27 | 44B |
| to Go On | Dec. 18 | 44A |
| Leasing Law Activities | Nov. 20 | 47 |
| Leases and Income Tax | Dec. 11 | 47 |
| for Sale | July 31 | 86 |
| Pay $8,000,000 | Dec. 4 | 41 |
| Pollution Bill Passed | Sept. 4 | 20 |
| Committee Gets Preliminary Reports | Aug. 28 | 46 |
| Conference Authorized by President | July 31 | 45 |
| Interests Experts in Sanitation | Sept. 11 | 46 |
| Probe Hangs Fire | Sept. 11 | 45 |
| to Be Pushed | Sept. 4 | 44A |
| to Reopen Soon | Nov. 20 | 44A |
| Thursday | Dec. 11 | 47 |
| Probers of Senate Expect Cheaper Gasoline | Aug. 28 | 19 |
| Pump Leasing Cases to Go to Supreme Court | Nov. 20 | 43 |
| Rate Cancellation Opposed Before I. C. C. | Sept. 25 | 44 |
| Reparations Sought | July 10 | 42C |
| from Pacific Coast Upheld by the I. C. C. | Sept. 4 | 83 |
| Seed Growers to Confer | Nov. 6 | 20 |
| Seeds Crop Statistics | Nov. 13 | 21 |
| Shale Bulletin Issued | Oct. 9 | 43 |
| Distillation Tried by a New Process | Sept. 25 | 46 |
| Storage Fund Advocated by Fall | Dec. 11 | 47 |
| Struck in New Texas Area | Aug. 28 | 46 |
| Supplies Exports in April | July 3 | 43 |
| Traffic Experts Meet | Oct. 2 | 40D |
| Meet Planned | July 17 | 42C |
| Conference to Have Comprehensive Scope | Sept. 18 | 45 |
| Waste Suggested to Combat Mosquitoes | Aug. 7 | 44A |
| Work Likely in Turkey | Nov. 13 | 44A |
| Oils and Fats Exports in July and Seven Months | Sept. 11 | xvii |
| August and Eight Months | Oct. 23 | 51 |
| September and Nine Months | Oct. 30 | 50 |
| October and Ten Months | Dec. 11 | 44G |
| in Year Ended June 30 | Aug. 14 | 35 |
| Statistics for Second Quarter | Aug. 21 | 44D |
| Third Quarter | Nov. 20 | 44G |
| and Resins Data | Nov. 20 | 44H |
| Converted with Aluminum Chloride | Aug. 21 | 47 |
| Oklahoma Defeated in Arkansas River Case | Nov. 20 | 43 |
| Oils Classified | July 3 | 42D |
| Described | Aug. 7 | 46 |
| Old Hickory Defendants Protest Jury Procedure | Oct. 9 | 70 |
| Purchasers Deny Conspiracy Charge | Aug. 28 | 51 |
| Oleomargarine Regulations Criticized by Manufacturers | Dec. 4 | 84 |
| to Be Revised | Aug. 21 | 51 |
| Opium Commission May Be Joined by America | Nov. 6 | 60 |
| That Was Lost Held Subject to Duty | Oct. 2 | 33 |
| Ordonal Duty Upheld | Aug. 28 | 86 |
| Organic Chemical Census Started for Current Year | Nov. 27 | 45 |
| Orrell & Co. Answer Unfair Trading Charge | July 17 | 28 |

| | Date. | Page. |
|---|---|---|
| Osage Oil Field Reopened | Nov. 6 | 43 |
| Leases Offered | Dec. 18 | 44A |
| Men Change Minds | Oct. 30 | 44A |
| Outlet Valves Prevent Tank Car Leaks | July 17 | 42D |

## P

| | Date. | Page. |
|---|---|---|
| Paint and Hardware Men Discuss Standardization | Sept. 18 | 21 |
| and Varnish Output Up in 1922 | Nov. 20 | 44H |
| Association Presidents Honored | Dec. 11 | 18 |
| Exports in April | July 3 | 40B |
| May | Aug. 14 | 30 |
| June | Sept. 4 | 44G |
| July | Oct. 9 | 44B |
| August | Nov. 13 | 44G |
| September | Dec. 25 | 44D |
| Group Meetings to Be Held During Convention Week | Nov. 13 | 44H |
| Imports in August | Nov. 13 | 44G |
| Laws Compiled | Sept. 4 | 21 |
| Material Exports in May | Aug. 14 | 44D |
| Imports for June | Aug. 21 | 44C |
| Parade Purposed | July 3 | 40B |
| Specifications Published | July 17 | 35 |
| Revised by U.S. Bureau of Standards | Aug. 28 | 33 |
| Stock to Be Sold | Oct. 23 | 30 |
| Supplies to Be Sold by Shipping Board | July 10 | 44 |
| Technicians Confer | July 3 | 30 |
| Trade Advertising and Sales Conference | July 3 | 20 |
| Mutual Fire Insurance Co. Makes Vigorous Drive | Oct. 9 | 71 |
| Practises to Be Further Discussed by the Standardization Committee | Sept. 4 | 20 |
| Tennis Tournament | Aug. 21 | 70 |
| Training Advocated | Dec. 11 | 35 |
| Painting Permanent Pictures | Sept. 11 | 20 |
| Technic Ably Treated in New Book | Oct. 2 | 48A |
| Paints for Sale by Navy | Oct. 2 | 48B |
| | Dec. 11 | 40B |
| for Ships Bottoms | Nov. 6 | 30 |
| Palmer Says Attack Is German Victory | July 10 | 19 |
| Panama Canal Oil Business | Dec. 18 | 49 |
| Tariffs Revised | Sept. 11 | 46 |
| Paint Sale Not Successful | Oct. 2 | 48B |
| Pan-American Petroleum & Transport Co. Gets Extension of Naval Gas Well Contract | Dec. 18 | 41 |
| to Absorb Mexican Petroleum Co. | Oct. 30 | 41 |
| Paper Color Stability | Sept. 11 | xvii |
| Tinting | Sept. 11 | xvii |
| Parcel Post Announcements | Sept. 4 | 51 |
| Parke, Davis & Co. Plans Payment of Stock Dividend | Dec. 11 | 45 |
| Parker, C. H., Co., Ordered to Stop Using "Navy" Mark | Nov. 20 | 49 |
| Patent Law Reform Hung Up | Aug. 7 | 19 |
| Peanut Oil By-Products Enhance Value of Crop | Sept. 11 | 32 |
| Pearsall Butter Co. Ordered to Cease Contract Dealings | July 24 | 82 |
| Peat Fertilizer Value Low | Dec. 11 | 86 |
| Gasoline Maker Found Guilty of Fraud | Nov. 6 | 44C |
| Peats Co. Denies Paint Misrepresentation | July 10 | 30 |
| Pechelbronn Oil Fields Stay in French Hands | Sept. 25 | 44 |
| Penn Lubric Oil Co. Cited for Unfairness | Oct. 16 | 19 |
| Pennsylvania Crude Oil Output | July 17 | 45 |
| Gasoline Cut | July 17 | 35 |
| Peppermint Oil Outlook Unfavorable | Sept. 4 | 21 |
| Perfume Duty Upheld | Nov. 27 | 33 |
| Manufacturers Deny F.T.C. Charges | July 17 | 55 |
| Plant Cultivation in Palestine | Oct. 2 | 48C |
| Persian Oil Concessions Lag | Oct. 16 | 47 |
| Grant Appears Imminent | Nov. 27 | 43 |
| Status at Stake in Turk Fighting | Sept. 25 | 49 |
| Peruvian Oil Regulations Available at D. of C. Office | July 31 | 45 |
| Peters, John M., Given Year's Leave | July 31 | 83 |
| Petroleum Activities of Foreign Interests to Be Investigated | July 3 | 45 |
| Affairs Muddled in Near Eastern Countries | Aug. 7 | 45 |
| and Gas Permits Pay U.S. Good Revenue | July 31 | 45 |
| Chemists Will Want This Book | Aug. 28 | 49 |
| Companies Help in Senate Investigation | July 10 | 42D |
| Conservation | Aug. 28 | 45 |
| Covered in Appropriation Bill | Dec. 25 | 83 |
| Division, Department of Commerce, Offers to Report Development Openings | Sept. 11 | 46 |
| Exports in May | July 3 | 44 |
| June | Aug. 7 | 44E |
| July | Sept. 4 | 44E |
| August | Oct. 9 | 44A |
| September | Nov. 6 | 43 |
| October | Dec. 11 | 47 |
| in April, Detailed | July 3 | 44 |
| May, Detailed | Aug. 7 | 44E |
| June, Detailed | Sept. 4 | 44E |
| July, Detailed | Oct. 2 | 40D |
| August, Detailed | Nov. 6 | 44A |
| September, Detailed | Nov. 27 | 44C |
| October, Detailed | Dec. 25 | 44B |
| Field Reported to Underlie Mexican Gulf | Aug. 28 | 47 |
| Flash Points | Sept. 11 | xvii |
| Freight Hearing Favors Proportional Rates | Nov. 27 | 44A |
| Freight Reduced | Dec. 4 | 18 |
| Hauling, an Item of Importance to Railroads | Nov. 20 | 44C |
| Imports in Week | July 3 | 44 |
| | July 10 | 42D |
| | July 17 | 42D |
| | July 24 | 42C |
| | July 31 | 45 |
| | Aug. 7 | 44A |
| | Aug. 14 | 44A |
| | Aug. 21 | 47 |
| | Aug. 28 | 47 |
| | Sept. 4 | 44C |
| | Sept. 11 | 46 |
| | Sept. 18 | 43 |
| | Sept. 25 | 49 |
| | Oct. 2 | 45 |
| | Oct. 9 | 43 |
| | Oct. 16 | 45 |
| | Oct. 23 | 41 |
| | Oct. 30 | 43 |
| | Nov. 6 | 41 |
| | Nov. 20 | 41 |
| | Nov. 27 | 47 |
| | Dec. 4 | 49 |
| | Dec. 11 | 44 |
| | Dec. 18 | 41 |
| | Dec. 25 | 41 |
| Industry Catechised in Senate Price Inquiry | July 10 | 42D |
| Covered Minutely in New Handbook | Nov. 13 | 41 |
| Interests Planning Co-operation in Foreign Fields | July 17 | 45 |
| Lectures in New York | July 17 | 42E |
| Matters Get Attention in the Senate | Sept. 4 | 44D |
| Needs of U.S. Got Government Attention | Dec. 11 | 47 |
| Partnership Urged for Government | Sept. 11 | 45 |
| Permits Increase | July 3 | 42D |
| Priority Sought | July 31 | 45 |
| Production in May | July 3 | 46 |
| of the World | Nov. 27 | 44B |
| Tax Set by Mexican Government | Sept. 25 | 49 |
| Prospects in Southern Italy | July 17 | 42E |
| Petroleum Sales in Alabama | Oct. 30 | 43 |
| Situation Studied by Army as Defense Factor | Dec. 25 | 43 |
| Specifications Approved by Federal Board | Nov. 13 | 43 |
| Considered for Revision | July 10 | 42C |
| Tariff May Be Advocated in the Senate | July 31 | 49 |
| Technologist Made Assistant Director of Bureau of Mines | Sept. 11 | 46 |
| Trade at Portland | July 10 | 42C |
| of France | Sept. 11 | 46 |
| Peyote Arouses Indian Office | Dec. 25 | 46 |
| Pharmacopeia Changes Proposed | Dec. 11 | 45 |
| Pharmacy Colleges Purpose Expansion | Dec. 25 | 21 |
| Phenol Surplus of Government Has Been Wholly Disposed Of | Sept. 11 | 70 |
| Phenyl Butyl Hydantoin | Sept. 11 | xxv |
| Philadelphia College of Pharmacy and Science Purposes Expansion | Dec. 25 | 21 |
| Phillipine Coconut Oil and Copra Industry Is Booming | Oct. 2 | 48A |
| Copra and Oil Trade | July 31 | 49 |
| Phillips, Charles H., Chemical Co. Still Under Option to Charles A. Fulle | Dec. 18 | 19 |
| Henry L., Heads Sinclair Co. | Dec. 25 | 44B |
| W. H., Operated On | Sept. 18 | 19 |
| Welcomed with Gift from Associates | Aug. 14 | 60 |
| Back at Office | Nov. 27 | 33 |
| Phosphate Deposits of Nauru Held Too Closely by Britain | Sept. 11 | 86 |
| Developments Undertaken in Spain | July 10 | 67 |
| Exporters Incorporate | Aug. 28 | 74 |
| Monopoly in Nauru Claimed by British Companies | Oct. 9 | 86 |
| Rights in Nauru Not Yet Decided by League | Dec. 11 | 48A |
| Phosphoric Anhydride Not Dutiable | July 3 | 66 |
| Physicians Not After Bigger Liquor Supply | Dec. 25 | 19 |
| Picric Acid Again for Farmers | Sept. 4 | 70 |
| Pierce Oil Corp. Common Stockholders Win Point | Nov. 13 | 44A |
| Ordered to Elect New Directorate | Nov. 6 | 51 |
| Preferred Interests Win Suit to Invalidate Election | Dec. 4 | 18 |
| Pipeline Investments Large | Oct. 30 | 44A |
| Rates to Be Cut | Sept. 4 | 49 |
| Takings Extended | Oct. 2 | 44A |
| Tax Voided | Dec. 18 | 44B |
| Pinene Co. Ordered to Stop Using Word "Pinene" | Oct. 16 | 30 |
| Pittsburgh Plate Glass Co. Industrial Salesmen Meet | Sept. 4 | 35 |
| to Crush Flaxseed in the East | Dec. 18 | 33 |
| to Have Modern Laboratory | Nov. 6 | 20 |
| Pitt, W. J., Comments on Crowded Bills of Lading | Dec. 25 | 44H |
| Porto Rico Requires Special Labels on Alcoholic Products | July 10 | 43 |
| Post Parcels Poorly Packed | Sept. 25 | 33 |
| Potash Bounty Expected to Have Plain Sailing | July 31 | 84 |
| Voted Down in Senate | Aug. 14 | 21 |
| Combine Denied by Germans | Sept. 25 | 86 |
| Covered in Appropriation Bill | Dec. 25 | 83 |
| Deposits in Texas Reported on by Government | Oct. 30 | 35 |
| Domestic, Gets Lower Railroad Rates | Aug. 21 | 70 |
| from Volcanic Rocks | July 31 | 84 |
| Hunt on in Texas | July 10 | 66 |
| Imports This Year | Oct. 23 | 84 |
| Pact Between French and Germans Believed Likely | Sept. 4 | 19 |
| Prices Up in Germany | Oct. 30 | 86 |
| Returned to Free List by Conferees | Sept. 18 | 19 |
| Power Plants Use Less Oil | Aug. 7 | 45 |
| Prairie Oil & Gas Co. Affairs Occupy Second Week of Probe | Dec. 25 | 20 |
| Cuts Pipeline Rates | July 24 | 43 |
| Pratt & Lambert, Inc., Hold Sales Meeting | Aug. 14 | 44E |
| Price Maintenance Complaints Dropped by F.T.C. | July 31 | 82 |
| Prickly Pear Juice Boomed as Substitute for Gasoline | Oct. 30 | 41 |
| Producers and Refiners' Oil Co. to Absorb Barnsdall's and Other Oil Interests | Dec. 18 | 49 |
| Prohibition and Narcotic Work to Cost Nine Million Dollars | Dec. 11 | 45 |
| Bond Demands Protested by Drug Industry | Oct. 30 | 33 |
| Forfeiture Clause to Apply Only as Permittee Elects | Nov. 27 | 20 |
| Regulations Revoked | July 3 | 57 |
| Propaganda Nailed by A.D.M.A. Office | Nov. 13 | 44C |
| Rule Protest Form Suggested | Nov. 6 | 50 |
| Rules Held Off Until October | Aug. 7 | 33 |
| Held Up to Sept. 1 | July 10 | 57 |
| Issued in Revised Form | Oct. 9 | 20 |
| Annulled and Repealed | Aug. 28 | 69 |
| Bureau Bills Are Criticized | Aug. 21 | 32 |
| Takes Pride in Curtailed Industrial Use of Alcohol | Nov. 20 | 19 |
| Covered in Appropriation Bill | Dec. 25 | 83 |
| Enforcement Stumped | Dec. 4 | 61 |
| Law Warehouses Designated by Revenue Bureau | Sept. 11 | 61 |
| Mimeograph 282 Gives Way to T. D. 3396 | Sept. 25 | 20 |
| Held Up Until Oct. 1 | Aug. 28 | 19 |
| Officials Charged with Distorting Facts of Bond Protests | Nov. 13 | 19 |
| Plan Several Reforms | July 24 | 30 |
| Quiz St. Louis Extract Makers | Sept. 11 | 61 |
| Provisions Cannot Be Carried Out | Aug. 14 | 19 |
| Rules Extended | Dec. 25 | 51 |
| Protection of Wood by Preservatives | Sept. 11 | xviii |
| Pure Oil Co. Not in Union Merger | Dec. 18 | 41 |
| Purification and Vapor Pressure | Sept. 11 | xvii |

## Q

| | Date. | Page. |
|---|---|---|
| Quebracho Conservation Needed in South America | Oct. 30 | 51 |
| Trust Dissolved | Nov. 13 | 79 |
| Quercetin: Constitution and Uses | Sept. 11 | xvii |
| Quicksilver Exports in May | Aug. 14 | 44H |
| June | Aug. 28 | 61 |
| July | Oct. 2 | 48A |
| August | Nov. 6 | 60 |
| September | Dec. 4 | 61 |
| October | Dec. 25 | 44E |
| Output and Imports | Oct. 16 | 61 |

## R

| | Date. | Page. |
|---|---|---|
| Radium Prices Reduced | July 3 | 57 |
| Railroads Expected to Start Painting Work at Early Date | Sept. 11 | 20 |
| Move Drugs That Had Been Held Up | Aug. 14 | 44C |
| Turn to Oil | Sept. 11 | 46 |
| Ralli Bros. Represented in Middle West | Sept. 25 | 2 |
| Reappraisements | July 10 | 57 |
| Red Cross Roll Call Will Be Aimed at the Industries | Oct 30 | 35 |
| River Claim Bills Taken Up at Hearings | Sept. 11 | 46 |
| Land Claims Offered to Government | Sept. 4 | 44D |
| Refining of Cracked Hydrocarbon Oils | Sept. 11 | xviii |
| Refrigeration Experts to Meet | Oct. 30 | 70 |
| Regulations Affecting Medicinal Articles for Sale in Cuba | Aug. 14 | 67 |
| Reparation Agency of Alliance Terminated | July 31 | 2 |
| Dyes Agency Still in Doubtful State | July 31 | 20 |
| Cut Off from Textile Alliance | July 24 | 19 |
| Deliveries Principally Got by Italy | Oct. 23 | 50 |
| Job for Dickson | Nov. 20 | 20 |
| May Continue to Come in | July 3 | 21 |
| Offered by the Textile Alliance | Sept. 18 | 83 |
| Opinions Studied for Harmony | Dec. 4 | 19 |
| Problem Hinges on Reconciling of Conflicting Interests | Nov. 27 | 19 |
| Would Not Pay Interest on Debt | Oct. 9 | 20 |
| Commission Will Sanction Payment with Dyes | Oct. 2 | 19 |
| Credit Puzzles Officials | July 17 | 42E |
| Resins from New Sources | Oct. 2 | 84 |
| Richardson, G. A., Celebrates 40th Year in Paint Trade | Nov. 27 | 30 |
| Right Way Royalty Syndicate in Trouble | Dec. 25 | 44A |
| Robertson, W. J., Retires from Heller & Merz Co. | Sept. 11 | 20 |
| Robinette, R. B., Lost Clothes in Forest Fire | Oct. 30 | 44C |
| Robinsons in P. & W. Organization | Sept. 25 | 61 |
| Rocky Mountain Oil Men Postpone Date of Meeting | July 24 | 42D |
| Rogers-Pyatt Club Picnic Brightened a Rainy Day | July 10 | 33 |
| | July 10 | 33 |
| Shellac Co. Dinner | Oct. 23 | 61 |
| Rollin Creditors' Committee Defers Payment of Dividends | Sept. 18 | 70 |
| Rose Crop Reported by Expert | Oct. 23 | 83 |
| Rosin-Sizing of Paper | Sept. 11 | xviii |
| Roumania Considering Plan to Nationalize Oil Industry | Sept. 4 | 44A |
| Likely to Be More Liberal in Oil Concessions | Oct. 30 | 49 |
| Oil Interests British | July 17 | 42A |
| Production | Oct. 23 | 49 |
| Petroleum Activities | July 3 | 42D |
| Data | Dec. 25 | 44 |
| Output Rises to 4,000 Tons a Day | Oct. 30 | 43 |
| Trade | Dec. 18 | 49 |
| Regains Export Privileges | Dec. 4 | 49 |
| Rowe, Harold, a Proud Parent | Oct. 9 | 70 |
| Golfer | Oct. 23 | 83 |
| R. P., Portrait Hung in National Lead Co.'s Offices | Dec. 25 | 50 |
| Rubber in the Chemists' Hands | Nov. 20 | 44E |
| Russian Aniline Trust Contemplates Expansion | Nov. 6 | 83 |
| Oil Concessions Interest State Dept. | July 24 | 42C |
| to Barnsdall Reported | Sept. 4 | 44G |
| Exports | Dec. 11 | 43 |
| Grants Dodged | Nov. 13 | 44A |
| Industry Is in Need of Money | Nov. 27 | 43 |
| Meet in Fall | July 31 | 44 |
| Output Gaining | Oct. 9 | 41 |
| Refineries Maintain Average Output | Nov. 6 | 41 |
| Survey Off | Sept. 4 | 44G |

## S

| | Date. | Page. |
|---|---|---|
| Safeguard Cyanide Disinfection | July 31 | 51 |
| St. Louis Extract Makers Quizzed by Prohibition Officials | Sept. 11 | 61 |
| Sakhalin Oil Concession Got by Japanese Interests | Oct. 9 | 43 |
| Meets New Complication | Nov. 27 | 44C |
| Stand of Japanese May Nullify Sinclair Grant | Sept. 25 | 47 |
| Salt Creek Conservation Plan Meets Opposition | Sept. 11 | 46 |
| Drilling to Stop in December | Sept. 25 | 49 |
| Output Limited | Nov. 20 | 43 |
| Salt Producers Ordered to Stop Listing Jobbers | July 17 | 67 |
| Salvarsan Substitute Has Been Discovered | Aug. 21 | 32 |
| Samburg, H. C., Honored by Pittsburgh Plate Glass Co. | Oct. 2 | 49 |
| San Francisco Supervisors Reject Medical Supply Bid | July 10 | 57 |
| Saponified Cresol Appraised | Nov. 20 | 61 |
| Saybolt Viscosity Measurement | Sept. 11 | xvii |
| Schieffelin & Co. President Sixth Generation in Business | July 10 | 80 |
| Scottish Dyes Ltd. Has Unique Success | Sept. 11 | xv |
| Senate Oil Investigating Committee Plans Hearing | Aug. 21 | 49 |
| Serum Conference Held by League of Nations | Dec. 25 | 35 |
| Sesame Oil Rates to Be Same as for Copra Oil | July 10 | 32 |
| Shale Oil Plant to Be Erected in California | Oct. 2 | 44C |
| Shanghai Postal Agency to Be Abandoned by the U. S. | Oct. 9 | 61 |
| Shellac Standards Criticized | Aug. 14 | 30 |
| Substitute Made Cheaply from Natural Resin | July 17 | 35 |
| Shell Oil Co. and Union Interests Are Not Negotiating Merger | July 10 | 42D |
| Granted an Extension in Permit Case | Nov. 20 | 47 |
| Lease Right Questioned by Secretary Fall | Sept. 18 | 45 |
| Sherwin-Williams Co. Earns 11 Per Cent. | Nov. 20 | 21 |
| Ship Subsidy Plan Omits Owner Shipper | Dec. 4 | 19 |
| Siberian Oil Concessions for Sinclair Reported | Sept. 18 | 20 |
| Sicilian Citrate Exports Jump | Sept. 18 | 48 |
| Sinclair Consolidated Oil Corpn. Angola Concession Entails a Deal of Activity | July 10 | 42C |
| Concession Subject of Dispute | Oct. 23 | 48 |
| Gets Siberian Oil Concessions Is Report | Sept. 18 | 20 |
| Grant May Be Nullified by Sakhalin Stand of Japanese | Sept. 25 | 47 |
| Headed by Henry L. Phillips | Dec. 25 | 44B |
| in Caucasus Deal | Aug. 7 | 45 |
| Orders 1,000 Miles of Pipe for Wyoming Outlet | Sept. 25 | 49 |
| Pays Mid-Continent Price for Salt Creek Oil | Dec. 25 | 43 |
| Slick Oil Field to Be Surveyed | Oct. 9 | 41 |
| Smith, C., Co., Under Charges of Turpentine Deception | Oct. 2 | 20 |
| Denies F. T. C. Charges of Turpentine Deceit | Oct 23 | 30 |
| Dr. G. O., Leaves Geological Survey Temporarily | Nov. 6 | 49 |
| Soap Duty Ruling | Nov. 20 | 33 |
| Exports in April | July 3 | 35 |
| May | Aug. 14 | 35 |
| June | Sept. 4 | 47 |
| Specifications Revised by Bureau of Standards | Oct. 2 | 40A |
| Soda Ash Suit Costs Company Penny Damages | Dec. 4 | 70 |
| Exports in April | July 3 | 67 |
| June | Sept. 4 | 47 |
| July | Oct. 23 | 61 |
| August | Nov. 20 | 44G |
| Nitrates by New Process | Nov. 6 | 20 |
| Solvent for Fats and Oils | Sept. 11 | 35 |
| Somers, A. S., and Wife Honored at Luncheon | Oct. 30 | 21 |
| to Be Honored by Friends | Oct. 2 | 20 |
| Heads Brooklyn C. of C. | Dec. 11 | 40B |
| Impressed by Business Optimism in the West | Aug. 14 | 44D |
| Sketch and Portrait | Oct. 30 | 21 |
| to Be Guest at Luncheon October 28 | Oct. 16 | 19 |
| South Africa Will Continue as Good Gasoline Customer | Nov. 6 | 43 |
| South American Fields Attract U. S. Oil Folk | July 31 | 45 |
| South Carolina Crushers Bothered by Boll Weevil | July 17 | 35 |
| Southern Cotton Oil Co. to Rearrange Districts | July 24 | 35 |
| Soviet Oil Maneuvering Keeps Well Under Cover | July 10 | 42D |
| Petroleum Deals Seem to Be Complicated | Oct. 16 | 47 |
| Soya Bean Cultivation Expands in Middle West | July 24 | 46 |
| Oil Drawback | Sept. 4 | 40A |
| Hardened, Duty | Sept. 25 | 37 |
| Production and Uses | Nov. 6 | 33 |
| Spain to Drill for Oil | Dec. 11 | 43 |
| Specific Gravity of Crude Oils | Dec. 4 | 43 |
| Spelden, C. C., Talks of Conditions Abroad | Oct. 23 | 83 |
| Spermaceti Is Free of Duty | Dec. 18 | 70 |
| Standardization Committee to Discuss Paint Trade Practices Further | Sept. 4 | 20 |
| Standard Oil Co. Assailed by Federal Trade Board | July 17 | 42B |
| Barges Under Fire from Chinese Rebels | July 17 | 45 |
| May Restrict Use of Only Its Own Pumps | Nov. 20 | 44A |
| Operates Czecho Slovak Concessions | Sept. 25 | 47 |
| Hit at by Proposed Legislation | July 17 | 45 |
| to Import at Fiume | July 3 | 44 |
| Plant Escaped Smyrna Fire | Sept. 25 | 46 |
| of California Plans 100 Per Cent. Stock Dividend | Oct. 9 | 41 |
| Strikes Colombian Oil | Oct. 30 | 49 |
| to Develop Alaskan Field | July 31 | 45 |
| of New Jersey and Pure Oil Co. in Suit Over Patent | Aug. 14 | 20 |
| Announces Bolivia Confirms Grant | July 31 | 20 |
| in Bolivia | Aug. 7 | 44A |
| to Pay Stock Dividend | Oct. 16 | 33 |
| of New York Erects Terminal on the Hudson | Nov. 27 | 44C |
| Plans 200 Per Cent. Stock Dividend | Oct. 9 | 41 |
| Sterling Products, Inc., Buys Charles H. Phillips Co. | Dec. 11 | 49 |
| to Take Over Charles H. Phillips Chemical Co. | Dec. 25 | 19 |
| Stewart, W. R., Honored | July 17 | 42B |
| Stock Dividends Are Not Taxable | Oct. 23 | 49 |
| Stone, C. H., No Longer with Textile Alliance | Nov. 6 | 61 |
| Stoner, John, Says That Shellac Shortage Exists | July 3 | 67 |
| Suez Canal Bars U. S. Tankers | July 3 | 43 |
| Regulations Now Admit U. S. Tankers | July 10 | 42D |
| Sulfo-Acid Bodies in Lubricating Oils | Sept. 11 | xviii |
| Sulphur Firms Combine to Facilitate Export Trade | Oct. 9 | 70 |
| Consortium (Sicilian) Dissolved | Sept. 4 | 70 |
| Fuel Oils | Sept. 11 | xvii |
| Output Agreement Reached but Soon Denied | Nov. 20 | 70 |
| Sulphuric Acid from Sludge | Aug. 7 | 45 |
| Price Increased in Germany | Oct. 16 | 84 |
| Prices, German | Dec. 11 | 70 |
| Sumac Crop in Sicily Good | Nov. 6 | 20 |
| Supreme Court Cases | Oct. 23 | 19 |
| Swain, R. E., Chandler Medalist | Nov. 27 | 44G |
| Swan & Finch Elect Officers | Nov. 20 | 44G |
| Swedish Petroleum Trade | Nov. 6 | 47 |
| Swift, J. B., Sees Big Future for Lead Pigment Industry | Oct. 23 | 45 |
| Synthetic Patents Co. Wins Legal Point | Nov. 6 | 19 |
| Syrian Starch Industry | Oct. 16 | 45 |

## T

| | Date. | Page. |
|---|---|---|
| Takamine, Dr. Jokichi: Body Will Not Be Dissected or Cremated | Aug. 7 | 18 |
| Condition Critical | July 24 | 66 |
| Seriously Ill | July 17 | 33 |
| Talc Output Fell Last Year | July 3 | 40B |
| Valuation Reduced | July 24 | 66 |
| Tankage Admitted Free | Dec. 11 | 86 |
| Dutiable as Feedstuff | July 3 | 44B |
| Tank Car Dome Vents Must Not Be Plugged | July 17 | 42D |
| Inspection Requirements Modified | Sept. 25 | 45 |
| Tanning Extract Exports in July | Oct. 2 | 40A |
| August | Nov. 6 | 20 |
| September | Nov. 20 | 33 |
| Tariff Act Is Signed by President | Sept. 25 | 18 |
| Adjustment Asked in Chemicals | Oct. 16 | 19 |
| Work Slowed Up | Nov. 20 | 21 |
| Administrative Problems Keep Federal Officials Busy | Oct. 30 | 20 |
| Almost Suits South | Oct. 9 | 35 |
| Amendments in Senate | Aug. 21 | 19 |
| Applies to Reimports by Others Than the Exporters | Oct. 9 | 19 |
| Board to Hire Experts | Oct. 9 | 21 |
| Changes Abroad | Aug. 28 | 47 |
| Commission Reports on Preferential Freights | Nov. 20 | 44E |
| Conferees Hold Back Report | Sept. 11 | 18 |
| Speed Schedules | Sept. 4 | 19 |
| Commission Issues Rules of Procedure Under Flexible Provision | Oct. 30 | 19 |
| Mobilizes Forces for Extended Duties | Nov. 6 | 19 |
| Discussion Not Yet Up to Dyes | July 3 | 44A |
| Disposal Proceeds Slowly | July 10 | 20 |
| Enactment a Matter of Months | Aug. 28 | 19 |
| Flexibility Continues Popular | Nov. 13 | 20 |
| Expected for Acids | Nov. 27 | 19 |
| Is Finally Adopted by House | Sept. 18 | 20 |
| Making Court Is Proposed by Congressman | Sept. 25 | 20 |
| Tariff Not Proved Oil Trade Handicap | July 17 | 42L |
| on Synthetic Chemicals Will Scarcely Be Changed by New Congress | Nov. 13 | 20 |
| Rates of New Law Compared with Old | Sept. 25 | 19 |
| | Oct. 9 | 47 |
| Reform Continues to Attract New Support | July 31 | 20 |
| Summary to Be Revised | Oct. 23 | 19 |
| Vote Looked For in a Few Weeks | Aug. 7 | 19 |
| Tartaric Acid Firms in Italy Merge | July 31 | 86 |
| Teagle, Walter C., Denies Monopolistic Practises | Dec. 18 | 20 |
| Home from Europe | Aug. 14 | 2 |
| Teapot Dome Naval Petroleum Reserve Trespassers to Be Evicted | Aug. 7 | 44D |
| Oil Drillers Ousted by Marines | Aug. 7 | 44H |
| Lease Criticized by Kendrick | Sept. 4 | 44D |
| Well Flows Oil | Sept. 11 | 46 |
| Texas-Atlantic Oil Co. Cited for Stock Sales | Dec. 11 | 43 |
| Texas Co. Loses Suit on Adams Refining Rights | July 3 | 43 |
| Potash Deposits Reported on by Government | Oct. 30 | 35 |
| Textile Alliance Denies Agreement with Germans | Oct. 2 | 19 |
| Funds Are a Matter of Controversy | Aug. 14 | 84 |
| Offering Job Lots of Reparation Dyes | Aug. 28 | 83 |
| Offers Reparation Dyes | Sept. 18 | 83 |
| President Leaves for European Visit | Oct. 9 | 83 |
| Would Be Stopped by King | July 10 | 20 |
| Thompson & Co. Celebrates 75th Anniversary | Oct. 2 | 30 |
| Thomy, J. P., Resigns as Head of "Clean-Up, Paint-Up" Committee | Dec. 18 | 50 |
| Resigns from National Pigments & Chemical Co. | Oct. 2 | 20 |
| Thymol Synthesis from p. Cymene | Sept. 11 | xxv |

| | Date. | Page. |
|---|---|---|
| Tidewater Oil Co. Gets Permit for Storage at Boston | Sept. 4 | 44G |
| Toch Bros. to Move | Oct. 30 | 30 |
| Tough, F. B., Is Appointed Bureau of Mines Petroleum Chief | Sept. 18 | 49 |
| Trade Association Manual Ready Soon | Dec. 11 | 19 |
| Rights to Be Subject of New Bill | Oct. 2 | 29 |
| Right to Perform Statistical Service Upheld by Lawyer | Oct. 23 | 19 |
| Statistics Project Takes Shape in Commerce Department | July 31 | 19 |
| May Study Cost Plans | Dec. 25 | 19 |
| Co-Operation Advocated by Hoover | Dec. 4 | 19 |
| Regulations Abroad | Sept. 18 | 32 |
| Statistics for July | Sept. 11 | xv |
| Transatlantic Chemical Plant to Be Auctioned Nov. 27 | Oct. 30 | 33 |
| Transcontinental Subsidiary Starts Drilling in Roumania | July 3 | 43 |
| Trask, A. C., Heads Falk Co. | Oct. 2 | 51 |
| Trigg, Ernest T., Becomes President of John Lucas & Co. | Sept. 11 | 33 |
| Daughter Weds | Dec. 11 | 40B |
| Dined in Twin Cities | July 24 | 80 |
| Expects Resultful Convention | Nov. 6 | 50 |
| Presides Over Chamber of Commerce Lunch | Oct. 2 | 20 |
| Turkish Oil Claims Are Badly Muddled | Dec. 11 | 43 |
| Concession Assured, Says Chester | Oct. 30 | 49 |
| Question Not Grave as to U.S. | Nov. 20 | 44C |
| Turpentine Deceit Charges of F.T.C. Denied by Clifford Smith | Oct. 23 | 30 |
| Goes Up | Oct. 16 | 2 |
| Lower | Oct. 23 | 2 |
| | Dec. 4 | 2 |
| or Pine Oil | July 24 | 30 |
| Turpentining Methods Discussed by Expert | Sept. 11 | 30 |


## U


| | Date. | Page. |
|---|---|---|
| Underwood Bill Indorsed by Garvan and Palmer | July 31 | 20 |
| Not in Line with Administration Views | July 31 | 20 |
| to Be Argued | Aug. 28 | 20 |
| Criticized by Hughes | Aug. 7 | 20 |
| Unguentum Stramonii Assaying | Sept. 11 | xxv |
| Union and Shell Oil Firms Seek Damages for Shipwreck | Oct. 23 | 41 |
| U.S. Bureau of Internal Revenue Designates Prohibition Law Warehouses | Sept. 11 | 61 |
| Receipts in May | July 3 | 40A |
| June | Sept. 4 | 51 |
| July | Sept. 4 | 51 |
| August | Oct. 9 | 37 |
| September | Nov. 6 | 61 |
| October | Dec. 4 | 79 |
| Last Year | Sept. 4 | 47 |
| of Mines Methods Improve Feldspar Output | Oct. 23 | 84 |
| Plans Guide for Oil Operators | July 24 | 43 |
| Reorganizes Petroleum Division Personnel | Aug. 28 | 46 |
| of Standards Investigating Paint and Varnish | Aug. 21 | 44C |
| Publishes Dye Spectral Factors | Oct. 16 | 45 |
| Revises Soap Specifications | Oct. 2 | 40A |
| Industrial Alcohol Co. Chief Handles Concentration Task | July 24 | 30 |
| Shipping Board Forecloses on $2,500,000 Oil Tankers | Oct. 2 | 45 |
| Forms Fuel Conservation Division | Sept. 4 | 44C |
| May Get Oil at Old Price | Sept. 4 | 44D |
| Oil Contract Lags | Sept. 11 | 45 |
| to Stay in Intercoastal Trade | Nov. 20 | 46 |


## V


| | Date. | Page. |
|---|---|---|
| Vacuum Oil Co. Engages Shipping Board Carriers | Oct. 30 | 44A |
| Plans to Pay 300 Per Cent. Stock Dividend | Oct. 23 | 50 |
| Van Vleet, Judge, on F.T.C. | July 10 | 44 |
| Varnish Tests for Hardness | Oct. 2 | 48D |
| Trade-Mark Dispute Is Settled by Arbitration | Nov. 20 | 44H |
| Vegetable Oil Exports in April | July 3 | 44A |
| May | July 24 | 33 |
| June | Sept. 4 | 47 |
| July | Sept. 18 | 51 |
| August | Oct. 23 | 33 |
| September | Dec. 11 | 44G |
| Vegetable Oil Freight Case Set for Hearing January 5 | Dec. 18 | 50 |
| Reduced | Nov. 13 | 21 |
| Imports in May | July 24 | 33 |
| June | Sept. 4 | 48B |
| July | Oct. 16 | 32 |
| August | Nov. 6 | 44G |
| September | Nov. 27 | 35 |
| Material Imports in May | July 24 | 33 |
| June | Sept. 4 | 35 |
| July | Oct. 23 | 51 |
| August | Nov. 6 | 44G |
| September | Dec. 11 | 48B |
| May Be Obtained from Waste | July 24 | 33 |
| Venezuela Oil Concessions Sought by European Interests | Aug. 7 | 45 |
| Law Considered a Model | July 24 | 43 |
| Veronal Classed as Poison | Dec. 4 | 61 |
| Viscose Viscosity | Sept. 11 | xviii |
| Vogeler, Karl, Succeeds Father in Drug Company | Sept. 11 | 61 |
| Volatility of Motor Fuels | Sept. 11 | xvii |


## W


| | Date. | Page. |
|---|---|---|
| Warehousing Bill Approved | Dec. 25 | 44H |
| War Minerals Claims Will Be Speeded Up | July 24 | 44 |
| Savings Stamps Swindlers at Work | Dec. 11 | 35 |
| Warrant Plan of Oil Credits Discussed by Pennsylvania Oil & Gas Men's Association | Sept. 11 | 46 |
| Washington Chemical Society Elects | Nov. 13 | 21 |
| Wax Trade Improves at Aden | July 24 | 66 |
| Welch, R. L., Tells Senate Committee There is Little Money in Petroleum | Aug. 14 | 20 |
| Western Oil Fields Loses Suit | Dec. 18 | 49 |
| Whalers at Gibraltar Send Oil to England | July 10 | 35 |
| Whaling Slumps in Natal | Aug. 14 | 35 |
| Wheeler, W. B., to Speak at Chemical Exposition | Aug. 28 | 82 |
| Whitaker, Dr. M. G., Will Get Perkin Medal | Nov. 27 | 44G |
| White Eagle Co. to Build Terminals | July 17 | 42C |
| Metal Co. Sues for Return of Seized Property | Oct. 16 | 19 |
| Whiting-Adams Employes Have an Enjoyable Outing | Nov. 27 | 33 |
| Wholesale Druggists Lose Sale of Sacramental Wines | Sept. 4 | 51 |
| Prices for Thirty Years | Oct. 23 | 20 |
| Williams, E. J., Called Impostor | Nov. 27 | 44G |
| Soap Co. Denies Charge of Unfair Trading | July 24 | 47 |
| Wilmot, F. H., Becomes Tariff Adviser | Dec. 4 | 79 |
| Window Glass Men Win Point | July 31 | 35 |
| Wine and Liquor Imports Shut Off by Officials | July 31 | 20 |
| Wing, David L., Sketch and Picture | July 31 | 19 |
| Woodbury Trade-Mark Decisions Upheld | Oct. 30 | 84 |
| Wood Cellulose Properties | Sept. 11 | xviii |
| Chemical Industry Needs Demand from Abroad | July 24 | 80 |
| Distillation Fell Back in 1921 | Dec. 11 | 48A |
| Products Exports in September | Dec. 4 | 61 |
| Wooden Containers for Inflammables Defined | July 24 | 79 |
| Wooster Brush Co. Warns Trade of Bogus Salesman | Oct. 30 | 19 |
| World Commerce Court Formed | Nov. 13 | 35 |
| Wyoming Crude Oil Advanced | Dec. 25 | 2 |
| Has New Oil Domes | Dec. 11 | 44 |
| Montana Oil Bids Held Over for Discussion | Dec. 11 | 43 |
| Bids In | Nov. 20 | 49 |
| Oil Runs Increase | Nov. 20 | 43 |


## Y


| | Date. | Page. |
|---|---|---|
| Yahr & Lang Celebrate Jubilee | July 31 | 61 |
| Young, A. N., Expected to Succeed Millspaugh | Aug. 28 | 47 |


## Z


| | Date. | Page. |
|---|---|---|
| Zinc Chloride Tables | Oct. 23 | 76 |
| Stocks Decrease | July 17 | 30 |
| Zinsser, William, & Co., Salesmen Meet | Dec. 25 | 83 |


# Ready Reference Guide for Sales Executives Fields for Exploitation of Chemicals, Oils, Paints, Dyes and Allied Products

YOU are a seller, maybe, of some one or other or many of the products of the oil, paint, drug, chemical, dye, fertilizer and allied industries. Perhaps you manufacture what you sell; perhaps you are a manufacturer's sales agent; perhaps you are an open market dealer. The "Where You Can Sell" department of the Oil, Paint and Drug Reporter is a service which you cannot afford to do without. It tells you where and why you can sell more goods. It is free to subscribers.

You are a buyer, maybe, of some of these products for manufacturing consumption—perhaps, in the paper industry, or in the textile industry, as a margarin maker, for the production of other chemicals or of paints, to make dyes, lakes or other colors, for tanning, for any one of a thouand purposes. You, too, will find this service one of daily usefulness.

Seller and buyer in the oil-drug-chemical group markets—markets of a multitude of ramifications—can nowhere else get the helpful service that is offered every week in the "Where You Can Sell" department of the Reporter.

You may have a stock of, let us say, aluminum chloride, to dispose of. It represents an investment which you are desirous —yes, anxious—to turn over quickly. The textile industry is not in the market to an extent which will enable you to do more than dribble your stock out in small lots. Do you know where else to turn for an outlet? A number of industries regularly consuming aluminum chloride have been listed in our "Where You Can Sell" department (June 26, 1922). Not only were these consuming industries named; the purposes for which each employs aluminum chloride were enumerated. With that informative detail before you it is a simple matter to construct a selling talk which will carry conviction because it indicates technical knowledge on your part of the needs of the potential buyer. Men prefer to buy from folks who know why they should buy.

You may have not the least interest in aluminum chloride — we selected that chemical arbitrarily as an example—but scan the list beginning on page ii; every item therein has been similarly treated in the "Where You Can Sell" department. If you do not find, even in that extensive list, some one article, to sell more of which would be gratifying to you, tell us its name and we shall supply a list of consuming industries.

Now, if you are a buyer, the "Where You Can Sell" department has a different, but an equally pertinent, usefulness for you. It will tell you of the newer materials which are being used, often to distinct advantage, in your field. It will give you tips which may lead to considerable cuts in your cost. It may help you to improve your product by discovering to you an ingredient which it has long puzzled you to identify. Maybe that information has appeared in the department. If not, put your problem up to us; perhaps we can help toward its solution. Reporter service is for buyer and seller alike.

The "Where You Can Sell" department of the Reporter was inaugurated with the issue of June 19, 1922. It has appeared in every regular issue published since that date, and will appear for a long time to come. During its existence this department has supplied special information at request to a great number of subscribers. Its usefulness has been attested also by hundreds of others who have been assisted in their selling or buying by the informative data published from week to week.

Are you looking for new markets? Tell us what you want to sell; we shall tell you where it can be disposed of, what industries buy it and why. Don't overlook the significance of that last word; it is the key to productive selling effort. Put your marketing problems, be they selling or buying, up to the "Where You Can Sell" department of the Reporter. There is nothing like it for helpfulness. It is a new idea in trade journalism, a real service.